
State:	Pennsylvania	Filing Company:	The Prudential Insurance Company of America
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	Individual LongTerm Care Insurance		
Project Name/Number:	ILTC-3R Re-Rate LS/8I-2019		

Filing at a Glance

Company:	The Prudential Insurance Company of America
Product Name:	Individual LongTerm Care Insurance
State:	Pennsylvania
TOI:	LTC03I Individual Long Term Care
Sub-TOI:	LTC03I.001 Qualified
Filing Type:	Rate - G.I. (Guaranteed Issue)
Date Submitted:	06/20/2019
SERFF Tr Num:	PRUD-131980367
SERFF Status:	Assigned
State Tr Num:	PRUD-131980367
State Status:	Received Review in Progress
Co Tr Num:	IIGHILTC3RRATE-LS-RP-PA
Implementation	11/01/2019
Date Requested:	
Author(s):	Laura Hughes, Raenonna Prince, Hina Ahmad, Ritu Jain, Arun Paul, John Timmerberg, Meong Kwak
Reviewer(s):	Jim Lavery (primary), Benjamin Irwin
Disposition Date:	
Disposition Status:	
Implementation Date:	
State Filing Description:	

State: Pennsylvania **Filing Company:** The Prudential Insurance Company of America
TOI/Sub-TOI: LTC03I Individual Long Term Care/LTC03I.001 Qualified
Product Name: Individual Long Term Care Insurance
Project Name/Number: ILTC-3R Re-Rate LS/8I-2019

General Information

Project Name: ILTC-3R Re-Rate LS	Status of Filing in Domicile: Pending
Project Number: 8I-2019	Date Approved in Domicile:
Requested Filing Mode: Review & Approval	Domicile Status Comments: File Concurrently.
Explanation for Combination/Other:	Market Type: Individual
Submission Type: New Submission	Individual Market Type:
Overall Rate Impact:	Filing Status Changed: 06/21/2019
	State Status Changed: 06/25/2019
Deemer Date:	Created By: Raenonna Prince
Submitted By: Raenonna Prince	Corresponding Filing Tracking Number:
	State TOI: LTC03I Individual Long Term Care

Filing Description:

Please refer to the Filing Cover Letter attached to the Supporting Documentation Tab.

Company and Contact

Filing Contact Information

John Timmerberg, Vice President and Actuary	john.timmerberg@prudential.com
751 Broad Street	973-802-6596 [Phone]
11th Floor, Plaza	
Newark, NJ 07102	

Filing Company Information

The Prudential Insurance Company of America	CoCode: 68241	State of Domicile: New Jersey
751 Broad Street	Group Code: 304	Company Type: Life
Newark, NJ 07102-3777	Group Name:	State ID Number:
(973) 802-6000 ext. [Phone]	FEIN Number: 22-1211670	

Filing Fees

Fee Required?	No
Retaliatory?	No
Fee Explanation:	

SERFF Tracking #:	PRUD-131980367	State Tracking #:	PRUD-131980367	Company Tracking #:	IIGHILTC3RRATE-LS-RP-PA
State:	Pennsylvania	Filing Company:	The Prudential Insurance Company of America		
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified				
Product Name:	Individual LongTerm Care Insurance				
Project Name/Number:	ILTC-3R Re-Rate LS/8I-2019				

Correspondence Summary

Filing Notes

Subject	Note Type	Created By	Created On	Date Submitted
Excel	Note To Filer	Benjamin Irwin	06/25/2019	06/25/2019

State: Pennsylvania **Filing Company:** The Prudential Insurance Company of America
TOI/Sub-TOI: LTC03I Individual Long Term Care/LTC03I.001 Qualified
Product Name: Individual LongTerm Care Insurance
Project Name/Number: ILTC-3R Re-Rate LS/8I-2019

Note To Filer

Created By:

Benjamin Irwin on 06/25/2019 09:41 AM

Last Edited By:

Benjamin Irwin

Submitted On:

06/25/2019 09:41 AM

Subject:

Excel

Comments:

Please provide appendix A-F in an excel workbook.

State: Pennsylvania **Filing Company:** The Prudential Insurance Company of America
TOI/Sub-TOI: LTC03I Individual Long Term Care/LTC03I.001 Qualified
Product Name: Individual LongTerm Care Insurance
Project Name/Number: ILTC-3R Re-Rate LS/8I-2019

Post Submission Update Request Submitted On 06/20/2019

Status: Submitted
 Created By: Raenonna Prince

General Information:

Field Name	Requested Change	Prior Value
Corresponding Filing Tracking Number	PRUD-131980435	

State:	Pennsylvania	Filing Company:	The Prudential Insurance Company of America
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	Individual LongTerm Care Insurance		
Project Name/Number:	ILTC-3R Re-Rate LS/8I-2019		

Rate Information

Rate data applies to filing.

Filing Method:	SERFF
Rate Change Type:	Increase
Overall Percentage of Last Rate Revision:	15.000%
Effective Date of Last Rate Revision:	12/01/2016
Filing Method of Last Filing:	SERFF
SERFF Tracking Number of Last Filing:	PRUD-130452589

Company Rate Information

Company Name:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this Program:	Number of Policy Holders Affected for this Program:	Written Premium for this Program:	Maximum % Change (where req'd):	Minimum % Change (where req'd):
The Prudential Insurance Company of America	34.500%	34.500%	\$221,137	228	\$641,447	55.000%	0.000%

State:	Pennsylvania	Filing Company:	The Prudential Insurance Company of America
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	Individual LongTerm Care Insurance		
Project Name/Number:	ILTC-3R Re-Rate LS/8I-2019		

Rate/Rule Schedule

Item No.	Schedule Item Status	Document Name	Affected Form Numbers (Separated with commas)	Rate Action	Rate Action Information	Attachments
1		Appendix D - Rate Pages (PA ILTC-3R)	GRP 113172 ED 05/2009	Revised	Previous State Filing Number: PRUD-130452589 Percent Rate Change Request: 34.5	Appendix D - Rate Pages (PA ILTC3R).pdf,
2		Appendix D - Rate Pages (PA Franchise ILTC-3R)	GRP 113570 ED 05/2009	Revised	Previous State Filing Number: PRUD-130452589 Percent Rate Change Request: 34.5	Appendix D - Rate Pages (PA Franchise ILTC3R).pdf,

Appendix D
The Prudential Insurance Company of America
Individual Long Term Care Insurance Plan
Base Rates and Adjustment Factors

GRP 113172 ED 05/2009
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Pennsylvania Rates Before Adjustments											
Gross Annual Premium Per \$10.00 of Facility Care Daily Benefit											
Home Care Daily Benefit: 100% of Facility Care Daily Benefit											
\$1,825 x Daily Benefit Lifetime Maximum Benefit (5 Year Benefit Period)											
90 Day Elimination Period											
Lifetime Premium Payment Option											
Inflation Option											
Issue Age	None	Guaranteed Purchase Option	5% Automatic Simple	5% Automatic Compound (2x Maximum)	3% Automatic Compound (No Maximum)	4% Automatic Compound (No Maximum)	5% Automatic Compound (No Maximum)	5% Automatic Simple Reduced to 3.0% Automatic Simple	3% Automatic Compound Reduced to 1.0% Automatic Compound (No Maximum)	4% Automatic Compound Reduced to 2.0% Automatic Compound (No Maximum)	5% Automatic Compound Reduced to 3.0% Automatic Compound (No Maximum)
18-30	57.47	61.78	145.99	118.93	155.95	218.21	338.80	94.19	100.61	140.78	218.58
31	58.08	62.43	148.43	123.02	158.01	220.32	341.87	95.76	101.94	142.14	220.56
32	58.68	63.09	150.91	127.26	160.08	222.44	344.95	97.36	103.28	143.51	222.55
33	59.31	63.76	153.43	131.64	162.21	224.58	348.07	98.99	104.65	144.89	224.56
34	59.93	64.43	156.01	136.17	164.35	226.75	351.23	100.65	106.03	146.29	226.60
35	60.56	65.11	158.61	140.85	166.50	228.92	354.39	102.33	107.42	147.69	228.64
36	61.19	65.79	161.26	145.70	168.72	231.14	357.60	104.04	108.85	149.12	230.71
37	61.84	66.49	163.96	150.71	170.95	233.37	360.82	105.78	110.29	150.56	232.79
38	62.49	67.19	166.70	155.91	173.18	235.62	364.10	107.55	111.73	152.01	234.90
39	63.15	67.91	169.48	161.28	175.48	237.88	367.40	109.34	113.21	153.47	237.03
40	63.81	68.62	172.31	166.83	177.79	240.17	370.71	111.17	114.70	154.95	239.17
41	64.77	69.64	177.65	171.83	182.14	245.89	374.96	114.61	117.51	158.64	241.91
42	65.73	70.68	183.15	177.01	186.59	251.77	379.27	118.16	120.38	162.43	244.69
43	66.71	71.74	188.82	182.33	191.16	257.75	383.61	121.82	123.33	166.29	247.49
44	67.70	72.81	194.68	187.83	195.84	263.90	388.01	125.60	126.35	170.26	250.33
45	68.71	73.89	200.71	193.47	200.63	270.18	392.46	129.49	129.44	174.31	253.20
46	69.74	74.99	206.93	199.28	205.55	276.61	396.97	133.50	132.61	178.46	256.11
47	70.78	76.11	213.33	205.27	210.57	283.20	401.51	137.63	135.85	182.71	259.04
48	71.83	77.23	219.95	211.45	215.71	289.96	406.10	141.90	139.17	187.07	262.00
49	72.90	78.38	226.75	217.81	221.01	296.86	410.78	146.29	142.59	191.52	265.02
50	73.99	79.56	233.77	224.36	226.41	303.94	415.48	150.82	146.07	196.09	268.05
51	77.51	83.34	243.12	233.94	233.54	311.77	422.73	156.85	150.67	201.14	272.73
52	81.19	87.30	252.84	243.94	240.90	319.78	430.09	163.12	155.42	206.31	277.48
53	85.04	91.45	262.93	254.34	248.48	328.00	437.61	169.63	160.31	211.61	282.33
54	89.09	95.78	273.42	265.21	256.31	336.44	445.24	176.40	165.36	217.06	287.25
55	93.32	100.34	284.35	276.52	264.38	345.11	453.00	183.45	170.57	222.65	292.26
56	97.75	105.11	295.69	288.32	272.71	353.99	460.91	190.77	175.94	228.38	297.36
57	102.40	110.10	307.50	300.64	281.29	363.10	468.94	198.39	181.48	234.26	302.54
58	107.26	115.33	319.78	313.47	290.16	372.43	477.12	206.31	187.20	240.28	307.82
59	112.36	120.81	332.57	326.83	299.29	382.03	485.44	214.56	193.09	246.47	313.19
60	117.69	126.55	345.84	340.80	308.71	391.84	493.91	223.12	199.17	252.80	318.65
61	127.05	136.62	368.39	370.56	328.01	411.45	515.11	237.67	211.62	265.45	332.33
62	137.17	147.49	392.41	402.92	348.53	432.03	537.21	253.17	224.86	278.73	346.59
63	148.09	159.23	418.02	438.11	370.33	453.65	560.26	269.69	238.92	292.68	361.46
64	159.87	171.89	445.27	476.36	393.48	476.33	584.30	287.27	253.86	307.31	376.97
65	172.59	185.58	474.30	517.96	418.10	500.17	609.37	306.00	269.74	322.69	393.14
66	191.28	205.68	520.38	560.09	457.73	543.23	655.88	335.73	295.31	350.47	423.15
67	212.00	227.95	570.94	605.68	501.12	589.99	705.96	368.35	323.30	380.64	455.46
68	234.96	252.64	626.40	654.94	548.61	640.79	759.84	404.13	353.94	413.41	490.22
69	260.41	280.00	687.25	708.23	600.59	695.97	817.84	443.39	387.48	449.01	527.64
70	288.60	310.33	754.03	765.86	657.53	755.87	880.29	486.47	424.21	487.66	567.93
71	323.61	347.97	822.65	851.52	722.47	826.51	965.79	530.74	466.11	533.23	623.09
72	362.86	390.17	897.51	946.77	793.80	903.76	1,059.61	579.04	512.13	583.07	683.62
73	406.87	437.49	979.18	1,052.70	872.19	988.23	1,162.53	631.73	562.70	637.57	750.02
74	456.22	490.57	1,068.29	1,170.47	958.30	1,080.60	1,275.45	689.22	618.26	697.16	822.87
75	511.55	550.07	1,165.51	1,301.38	1,052.95	1,181.60	1,399.34	751.94	679.32	762.32	902.80
76	568.32	611.10	1,287.34	1,435.25	1,163.01	1,296.73	1,521.05	830.54	750.33	836.60	981.32
77	631.37	678.90	1,421.91	1,582.89	1,284.58	1,423.10	1,653.34	917.36	828.76	918.13	1,066.67
78	701.43	754.24	1,570.52	1,745.73	1,418.85	1,561.78	1,797.15	1,013.24	915.39	1,007.60	1,159.45
79	779.25	837.92	1,734.70	1,925.32	1,567.16	1,713.94	1,953.47	1,119.16	1,011.07	1,105.77	1,260.30

Due to variations in rounding, actual premium may vary.

Appendix D
The Prudential Insurance Company of America
Individual Long Term Care Insurance Plan
Base Rates and Adjustment Factors

GRP 113172 ED 05/2009
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Pennsylvania Rates Before Adjustments										
Gross Annual Premium Per \$10.00 of Facility Care Daily Benefit										
Home Care Daily Benefit: 100% of Facility Care Daily Benefit										
\$1,825 x Daily Benefit Lifetime Maximum Benefit (5 Year Benefit Period)										
90 Day Elimination Period										
Premium Decrease at 65										
Inflation Option										
Issue Age	None	5% Automatic Simple	5% Automatic Compound (2x Maximum)	3% Automatic Compound (No Maximum)	4% Automatic Compound (No Maximum)	5% Automatic Compound (No Maximum)	5% Automatic Simple Reduced to 3.0% Automatic Simple	3% Automatic Compound Reduced to 1.0% Automatic Compound (No Maximum)	4% Automatic Compound Reduced to 2.0% Automatic Compound (No Maximum)	5% Automatic Compound Reduced to 3.0% Automatic Compound (No Maximum)
18-30	66.09	175.18	160.53	219.36	294.45	457.41	113.02	141.52	189.97	295.10
31	67.07	178.84	166.67	221.25	297.99	463.22	115.38	142.74	192.25	298.85
32	68.07	182.57	173.03	223.14	301.57	469.11	117.79	143.96	194.56	302.65
33	69.08	186.37	179.65	225.06	305.18	475.08	120.24	145.20	196.89	306.50
34	70.10	190.28	186.50	226.98	308.84	481.10	122.76	146.44	199.25	310.39
35	71.14	194.25	193.63	228.92	312.54	487.21	125.32	147.69	201.64	314.33
36	72.20	198.31	201.04	230.90	316.29	493.41	127.94	148.97	204.06	318.33
37	73.27	202.45	208.69	232.89	320.09	499.69	130.61	150.25	206.51	322.38
38	74.36	206.66	216.67	234.89	323.92	506.03	133.33	151.54	208.98	326.47
39	75.46	210.97	224.95	236.90	327.81	512.48	136.11	152.84	211.49	330.63
40	76.58	215.37	233.54	238.93	331.75	518.97	138.95	154.15	214.03	334.82
41	78.04	223.77	241.40	245.02	340.32	526.77	144.37	158.08	219.56	339.85
42	79.52	232.48	249.55	251.29	349.11	534.67	149.99	162.12	225.23	344.95
43	81.04	241.55	257.97	257.67	358.13	542.72	155.84	166.24	231.05	350.14
44	82.58	250.95	266.65	264.26	367.38	550.87	161.90	170.49	237.02	355.40
45	84.16	260.73	275.62	271.02	376.85	559.13	168.21	174.85	243.13	360.73
46	85.76	270.86	284.92	277.93	386.60	567.53	174.75	179.31	249.42	366.15
47	87.39	281.42	294.52	285.00	396.58	576.06	181.56	183.87	255.86	371.65
48	89.06	292.38	304.45	292.28	406.84	584.69	188.63	188.57	262.48	377.22
49	90.76	303.77	314.70	299.74	417.34	593.48	195.98	193.38	269.25	382.89
50	92.48	315.61	325.31	307.40	428.13	602.39	203.62	198.32	276.21	388.64
51	99.60	336.85	348.50	325.86	451.24	629.70	217.32	210.23	291.12	406.26
52	107.27	359.49	373.33	345.45	475.59	658.24	231.93	222.87	306.83	424.67
53	115.54	383.69	399.92	366.20	501.27	688.08	247.54	236.26	323.40	443.92
54	124.44	409.49	428.42	388.21	528.33	719.28	264.19	250.46	340.86	464.05
55	134.02	437.05	458.96	411.54	556.87	751.87	281.97	265.51	359.27	485.08
56	144.34	466.44	491.66	436.26	586.92	785.96	300.93	281.46	378.66	507.07
57	155.46	497.83	526.69	462.49	618.62	821.58	321.18	298.38	399.11	530.05
58	167.43	531.32	564.23	490.28	652.02	858.81	342.79	316.31	420.66	554.07
59	180.32	567.07	604.45	519.75	687.22	897.74	365.85	335.32	443.37	579.19
60	194.21	605.21	647.51	550.98	724.32	938.43	390.46	355.47	467.30	605.44

Due to variations in rounding, actual premium may vary.

Pennsylvania Rates
November 1, 2019

Appendix D
The Prudential Insurance Company of America
Individual Long Term Care Insurance Plan
Base Rates and Adjustment Factors

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Pennsylvania Rates Before Adjustments							
Gross Annual Premium Per \$10.00 of Facility Care Daily Benefit							
Home Care Daily Benefit: 100% of Facility Care Daily Benefit							
\$3,650 x Daily Benefit Lifetime Maximum Benefit (10 Year Benefit Period)							
90 Day Elimination Period							
Lifetime Premium Payment Option							
Inflation Option							
Issue Age	None	Guaranteed Purchase Option	5% Automatic Simple	5% Automatic Compound (2x Maximum)	3% Automatic Compound (No Maximum)	4% Automatic Compound (No Maximum)	5% Automatic Compound (No Maximum)
18-30	83.91	90.20	213.15	173.64	227.68	318.59	494.65
31	84.80	91.15	216.70	179.61	230.69	321.66	499.13
32	85.67	92.11	220.33	185.79	233.72	324.76	503.63
33	86.59	93.09	224.01	192.20	236.82	327.89	508.18
34	87.50	94.07	227.77	198.80	239.95	331.05	512.80
35	88.42	95.06	231.57	205.64	243.09	334.22	517.41
36	89.34	96.05	235.44	212.72	246.33	337.46	522.10
37	90.29	97.08	239.38	220.03	249.59	340.72	526.80
38	91.24	98.10	243.39	227.64	252.84	344.00	531.58
39	92.20	99.15	247.44	235.47	256.19	347.30	536.40
40	93.16	100.19	251.58	243.57	259.57	350.65	541.24
41	94.56	101.67	259.36	250.88	265.93	359.00	547.44
42	95.97	103.19	267.40	258.43	272.42	367.58	553.73
43	97.40	104.74	275.68	266.20	279.10	376.31	560.07
44	98.84	106.30	284.23	274.23	285.93	385.30	566.50
45	100.32	107.88	293.04	282.47	292.92	394.46	572.99
46	101.82	109.49	302.11	290.95	300.10	403.85	579.58
47	103.34	111.12	311.46	299.69	307.43	413.47	586.21
48	104.87	112.76	321.12	308.72	314.94	423.34	592.91
49	106.43	114.43	331.05	318.00	322.68	433.41	599.74
50	108.03	116.16	341.31	327.57	330.56	443.75	606.60
51	113.16	121.68	354.95	341.55	340.97	455.18	617.19
52	118.54	127.46	369.14	356.15	351.72	466.88	627.94
53	124.16	133.52	383.87	371.34	362.78	478.87	638.91
54	130.07	139.84	399.19	387.20	374.21	491.21	650.05
55	136.25	146.50	415.15	403.72	386.00	503.86	661.38
56	142.72	153.46	431.71	420.94	398.15	516.82	672.93
57	149.50	160.75	448.96	438.93	410.69	530.13	684.65
58	156.60	168.38	466.88	457.67	423.63	543.75	696.60
59	164.05	176.38	485.55	477.18	436.96	557.76	708.75
60	171.83	184.76	504.92	497.57	450.72	572.09	721.10
61	185.49	199.47	537.85	541.02	478.90	600.71	752.06
62	200.27	215.34	572.92	588.27	508.86	630.77	784.33
63	216.21	232.48	610.31	639.64	540.68	662.33	817.98
64	233.41	250.96	650.09	695.49	574.49	695.44	853.08
65	251.98	270.95	692.48	756.23	610.42	730.25	889.68
66	279.27	300.29	759.76	817.74	668.29	793.11	957.59
67	309.52	332.81	833.58	884.29	731.63	861.39	1,030.71
68	343.04	368.85	914.55	956.21	800.97	935.55	1,109.37
69	380.20	408.80	1,003.39	1,034.01	876.87	1,016.11	1,194.05
70	421.36	453.08	1,100.88	1,118.15	959.99	1,103.57	1,285.23
71	472.47	508.04	1,201.06	1,243.22	1,054.81	1,206.70	1,410.05
72	529.78	569.65	1,310.37	1,382.29	1,158.95	1,319.49	1,547.03
73	594.03	638.74	1,429.60	1,536.94	1,273.39	1,442.82	1,697.30
74	666.08	716.23	1,559.70	1,708.88	1,399.12	1,577.67	1,862.15
75	746.86	803.10	1,701.64	1,900.01	1,537.30	1,725.13	2,043.04
76	829.75	892.21	1,879.51	2,095.47	1,698.00	1,893.23	2,220.73
77	921.80	991.19	2,075.99	2,311.02	1,875.48	2,077.73	2,413.87
78	1,024.09	1,101.19	2,292.96	2,548.77	2,071.53	2,280.20	2,623.84
79	1,137.71	1,223.36	2,532.66	2,810.96	2,288.05	2,502.36	2,852.06

Due to variations in rounding, actual premium may vary.

Pennsylvania Rates
November 1, 2019

Appendix D
The Prudential Insurance Company of America
Individual Long Term Care Insurance Plan
Base Rates and Adjustment Factors

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Pennsylvania Rates Before Adjustments						
Gross Annual Premium Per \$10.00 of Facility Care Daily Benefit Home Care Daily Benefit: 100% of Facility Care Daily Benefit \$3,650 x Daily Benefit Lifetime Maximum Benefit (10 Year Benefit Period) 90 Day Elimination Period Premium Decrease at 65						
Inflation Option						
Issue Age	None	5% Automatic Simple	5% Automatic Compound (2x Maximum)	3% Automatic Compound (No Maximum)	4% Automatic Compound (No Maximum)	5% Automatic Compound (No Maximum)
18-30	96.49	255.76	234.38	320.26	429.90	667.81
31	97.92	261.10	243.34	323.02	435.06	676.30
32	99.38	266.56	252.62	325.78	440.29	684.90
33	100.86	272.10	262.28	328.59	445.56	693.61
34	102.35	277.81	272.28	331.39	450.90	702.41
35	103.86	283.60	282.69	334.22	456.31	711.33
36	105.41	289.53	293.51	337.12	461.79	720.38
37	106.97	295.57	304.69	340.02	467.33	729.55
38	108.57	301.73	316.34	342.94	472.92	738.80
39	110.17	308.02	328.43	345.88	478.60	748.22
40	111.81	314.44	340.97	348.84	484.35	757.70
41	113.94	326.71	352.44	357.74	496.86	769.08
42	116.10	339.43	364.34	366.88	509.70	780.62
43	118.32	352.67	376.63	376.20	522.87	792.37
44	120.57	366.38	389.30	385.82	536.38	804.27
45	122.87	380.66	402.41	395.69	550.20	816.33
46	125.21	395.46	415.98	405.78	564.44	828.60
47	127.59	410.87	429.99	416.10	579.01	841.04
48	130.03	426.87	444.50	426.73	593.99	853.65
49	132.51	443.50	459.46	437.62	609.31	866.48
50	135.02	460.79	474.96	448.80	625.06	879.49
51	145.42	491.80	508.81	475.75	658.80	919.37
52	156.61	524.86	545.07	504.35	694.36	961.03
53	168.69	560.18	583.88	534.66	731.85	1,004.59
54	181.68	597.86	625.49	566.79	771.37	1,050.15
55	195.67	638.10	670.07	600.85	813.03	1,097.74
56	210.74	681.00	717.82	636.94	856.91	1,147.50
57	226.97	726.83	768.97	675.23	903.19	1,199.50
58	244.45	775.73	823.78	715.81	951.95	1,253.86
59	263.27	827.92	882.50	758.83	1,003.35	1,310.71
60	283.55	883.61	945.37	804.43	1,057.50	1,370.11

Due to variations in rounding, actual premium may vary.

Pennsylvania Rates
November 1, 2019

Appendix D
The Prudential Insurance Company of America
Individual Long Term Care Insurance Plan
Base Rates and Adjustment Factors

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Policy Benefit Options

ADJUSTMENT FACTORS – LIFETIME MAXIMUM (BENEFIT PERIOD)	
Benefit Period	
1 Year	0.560
2 Year	0.710
3 Year	0.820
4 Year	0.940
5 Year	1.000
6 Year	1.04

ADJUSTMENT FACTORS – ELIMINATION PERIOD	
Elimination Period	
30 Day	1.36
60 Day	1.15
90 Day	1.00
120 Day	0.97
180 Day	N/A
365 Day	N/A

ADJUSTMENT FACTORS – HOME CARE DAILY BENEFIT	
Home Care Benefit as a % of Facility Benefit	
50%	0.93
75%	0.97
100%	1.00
150%	1.35

Optional Riders

ADJUSTMENT FACTORS – MONTHLY BENEFIT RIDER					
Home Care Benefit as a % of Facility Benefit	INFLATION OPTION				
	None	GPO	Simple, 3 & 4% Compound (No Maximum)	5% Compound (2x Maximum)	5 % Compound (No Maximum)
50%	1.065	1.065	1.075	1.090	1.090
75%	1.063	1.063	1.068	1.083	1.083
100%	1.050	1.050	1.055	1.070	1.070
150%	1.047	1.047	1.052	1.067	1.067

ADJUSTMENT FACTORS – Optional Riders					
Issue Age	Return of Premium	Shortenend Benefit Period	Joint Waiver of Premium Rider	Survivor Waiver of Premium Rider	
	Upon Death Rider	Nonforfeiture Rider		Automatic Inflation	No Inflation
18-34	1.250	1.110	1.010	1.121	1.080
35-44	1.300	1.110	1.010	1.136	1.110
45-54	1.450	1.110	1.010	1.146	1.130
55-59	1.650	1.110	1.020	1.141	1.130
60-64	1.850	1.110	1.020	1.141	1.130
65-69	2.000	1.110	1.030	1.107	1.100
70-74	2.500	1.110	1.050	1.107	1.100
75-79	2.500*	1.110	1.090	1.075	1.070

* Return of Premium Upon Death Rider is not available for issue ages 76 - 79

ADJUSTMENT FACTORS – SHARED CARE	
Benefit Period	
2 Year	1.23
3 Year	1.15
4 Year	1.10
5 Year	1.08
6 Year	1.08
10 Year	1.07

ADJUSTMENT FACTORS – WAIVER OF THE ELIMINATION PERIOD FOR HOME CARE	
Elimination Period	
30 Day	1.04
60 Day	1.10
90 Day	1.12
120 Day	NA
180 Day	NA
365 Day	NA

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The Prudential Insurance Company of America
Individual Long Term Care Insurance Plan
Base Rates and Adjustment Factors

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Additional Premium Adjustments

ADJUSTMENT FACTORS – UNDERWRITING CLASS	
Underwriting Class	
Preferred	0.85
Standard I	1.00
Standard II	1.25
Standard III	1.50

ADJUSTMENT FACTORS – PREMIUM PAYMENT MODE	
Premium Payment Mode	
Annual	1.000
Semi-Annual	0.515
Quarterly	0.265
Monthly	0.090
Auto-Monthly	0.085

ADJUSTMENT FACTORS - DISCOUNTS							
Partner Status	Partner Discount in Combination with						
		Employer Sponsored Program Discount I	Employer Sponsored Program Discount II	Affiliation Program Discount I	Affiliation Program Discount II	Affiliation Program Discount III	Affiliation Program Discount IV
Single Partner	0.85	0.80	0.75	0.80	0.77	0.75	0.73
Joint Partner	0.70	0.65	0.60	0.65	0.62	0.60	0.58
Single (No Partner)	1.00	0.95	0.90	0.95	0.92	0.90	0.88

ADJUSTMENT FACTORS – ELIMINATION OF CASH ALTERNATIVE OPTION	
Taken	0.87
Not Taken	1.00

Elimination of Cash Alternative not available to policies with Cash or Flex Cash Riders

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The Prudential Insurance Company of America
Individual Long Term Care Insurance Plan
Base Rates and Adjustment Factors

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Pennsylvania Franchise Rates Before Adjustments											
Gross Annual Premium Per \$10.00 of Facility Care Daily Benefit											
Home Care Daily Benefit: 100% of Facility Care Daily Benefit											
\$1,825 x Daily Benefit Lifetime Maximum Benefit (5 Year Benefit Period)											
90 Day Elimination Period											
Lifetime Premium Payment Option											
Inflation Option											
Issue Age	None	Guaranteed Purchase Option	5% Automatic Simple	5% Automatic Compound (2x Maximum)	3% Automatic Compound (No Maximum)	4% Automatic Compound (No Maximum)	5% Automatic Compound (No Maximum)	5% Automatic Simple Reduced to 3.0% Automatic Simple	3% Automatic Compound Reduced to 1.0% Automatic Compound (No Maximum)	4% Automatic Compound Reduced to 2.0% Automatic Compound (No Maximum)	5% Automatic Compound Reduced to 3.0% Automatic Compound (No Maximum)
18-30	57.47	61.78	145.99	118.93	155.95	218.21	338.80	94.19	100.61	140.78	218.58
31	58.08	62.43	148.43	123.02	158.01	220.32	341.87	95.76	101.94	142.14	220.56
32	58.68	63.09	150.91	127.26	160.08	222.44	344.95	97.36	103.28	143.51	222.55
33	59.31	63.76	153.43	131.64	162.21	224.58	348.07	98.99	104.65	144.89	224.56
34	59.93	64.43	156.01	136.17	164.35	226.75	351.23	100.65	106.03	146.29	226.60
35	60.56	65.11	158.61	140.85	166.50	228.92	354.39	102.33	107.42	147.69	228.64
36	61.19	65.79	161.26	145.70	168.72	231.14	357.60	104.04	108.85	149.12	230.71
37	61.84	66.49	163.96	150.71	170.95	233.37	360.82	105.78	110.29	150.56	232.79
38	62.49	67.19	166.70	155.91	173.18	235.62	364.10	107.55	111.73	152.01	234.90
39	63.15	67.91	169.48	161.28	175.48	237.88	367.40	109.34	113.21	153.47	237.03
40	63.81	68.62	172.31	166.83	177.79	240.17	370.71	111.17	114.70	154.95	239.17
41	64.77	69.64	177.65	171.83	182.14	245.89	374.96	114.61	117.51	158.64	241.91
42	65.73	70.68	183.15	177.01	186.59	251.77	379.27	118.16	120.38	162.43	244.69
43	66.71	71.74	188.82	182.33	191.16	257.75	383.61	121.82	123.33	166.29	247.49
44	67.70	72.81	194.68	187.83	195.84	263.90	388.01	125.60	126.35	170.26	250.33
45	68.71	73.89	200.71	193.47	200.63	270.18	392.46	129.49	129.44	174.31	253.20
46	69.74	74.99	206.93	199.28	205.55	276.61	396.97	133.50	132.61	178.46	256.11
47	70.78	76.11	213.33	205.27	210.57	283.20	401.51	137.63	135.85	182.71	259.04
48	71.83	77.23	219.95	211.45	215.71	289.96	406.10	141.90	139.17	187.07	262.00
49	72.90	78.38	226.75	217.81	221.01	296.86	410.78	146.29	142.59	191.52	265.02
50	73.99	79.56	233.77	224.36	226.41	303.94	415.48	150.82	146.07	196.09	268.05
51	77.51	83.34	243.12	233.94	233.54	311.77	422.73	156.85	150.67	201.14	272.73
52	81.19	87.30	252.84	243.94	240.90	319.78	430.09	163.12	155.42	206.31	277.48
53	85.04	91.45	262.93	254.34	248.48	328.00	437.61	169.63	160.31	211.61	282.33
54	89.09	95.78	273.42	265.21	256.31	336.44	445.24	176.40	165.36	217.06	287.25
55	93.32	100.34	284.35	276.52	264.38	345.11	453.00	183.45	170.57	222.65	292.26
56	97.75	105.11	295.69	288.32	272.71	353.99	460.91	190.77	175.94	228.38	297.36
57	102.40	110.10	307.50	300.64	281.29	363.10	468.94	198.39	181.48	234.26	302.54
58	107.26	115.33	319.78	313.47	290.16	372.43	477.12	206.31	187.20	240.28	307.82
59	112.36	120.81	332.57	326.83	299.29	382.03	485.44	214.56	193.09	246.47	313.19
60	117.69	126.55	345.84	340.80	308.71	391.84	493.91	223.12	199.17	252.80	318.65
61	127.05	136.62	368.39	370.56	328.01	411.45	515.11	237.67	211.62	265.45	332.33
62	137.17	147.49	392.41	402.92	348.53	432.03	537.21	253.17	224.86	278.73	346.59
63	148.09	159.23	418.02	438.11	370.33	453.65	560.26	269.69	238.92	292.68	361.46
64	159.87	171.89	445.27	476.36	393.48	476.33	584.30	287.27	253.86	307.31	376.97
65	172.59	185.58	474.30	517.96	418.10	500.17	609.37	306.00	269.74	322.69	393.14
66	191.28	205.68	520.38	560.09	457.73	543.23	655.88	335.73	295.31	350.47	423.15
67	212.00	227.95	570.94	605.68	501.12	589.99	705.96	368.35	323.30	380.64	455.46
68	234.96	252.64	626.40	654.94	548.61	640.79	759.84	404.13	353.94	413.41	490.22
69	260.41	280.00	687.25	708.23	600.59	695.97	817.84	443.39	387.48	449.01	527.64
70	288.60	310.33	754.03	765.86	657.53	755.87	880.29	486.47	424.21	487.66	567.93
71	323.61	347.97	822.65	851.52	722.47	826.51	965.79	530.74	466.11	533.23	623.09
72	362.86	390.17	897.51	946.77	793.80	903.76	1,059.61	579.04	512.13	583.07	683.62
73	406.87	437.49	979.18	1,052.70	872.19	988.23	1,162.53	631.73	562.70	637.57	750.02
74	456.22	490.57	1,068.29	1,170.47	958.30	1,080.60	1,275.45	689.22	618.26	697.16	822.87
75	511.55	550.07	1,165.51	1,301.38	1,052.95	1,181.60	1,399.34	751.94	679.32	762.32	902.80
76	568.32	611.10	1,287.34	1,435.25	1,163.01	1,296.73	1,521.05	830.54	750.33	836.60	981.32
77	631.37	678.90	1,421.91	1,582.89	1,284.58	1,423.10	1,653.34	917.36	828.76	918.13	1,066.67
78	701.43	754.24	1,570.52	1,745.73	1,418.85	1,561.78	1,797.15	1,013.24	915.39	1,007.60	1,159.45
79	779.25	837.92	1,734.70	1,925.32	1,567.16	1,713.94	1,953.47	1,119.16	1,011.07	1,105.77	1,260.30

Due to variations in rounding, actual premium may vary.

Appendix D
The Prudential Insurance Company of America
Individual Long Term Care Insurance Plan
Base Rates and Adjustment Factors

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Pennsylvania Franchise Rates Before Adjustments							
Gross Annual Premium Per \$10.00 of Facility Care Daily Benefit							
Home Care Daily Benefit: 100% of Facility Care Daily Benefit							
\$3,650 x Daily Benefit Lifetime Maximum Benefit (10 Year Benefit Period)							
90 Day Elimination Period							
Lifetime Premium Payment Option							
Inflation Option							
Issue Age	None	Guaranteed Purchase Option	5% Automatic Simple	5% Automatic Compound (2x Maximum)	3% Automatic Compound (No Maximum)	4% Automatic Compound (No Maximum)	5% Automatic Compound (No Maximum)
18-30	83.91	90.20	213.15	173.64	227.68	318.59	494.65
31	84.80	91.15	216.70	179.61	230.69	321.66	499.13
32	85.67	92.11	220.33	185.79	233.72	324.76	503.63
33	86.59	93.09	224.01	192.20	236.82	327.89	508.18
34	87.50	94.07	227.77	198.80	239.95	331.05	512.80
35	88.42	95.06	231.57	205.64	243.09	334.22	517.41
36	89.34	96.05	235.44	212.72	246.33	337.46	522.10
37	90.29	97.08	239.38	220.03	249.59	340.72	526.80
38	91.24	98.10	243.39	227.64	252.84	344.00	531.58
39	92.20	99.15	247.44	235.47	256.19	347.30	536.40
40	93.16	100.19	251.58	243.57	259.57	350.65	541.24
41	94.56	101.67	259.36	250.88	265.93	359.00	547.44
42	95.97	103.19	267.40	258.43	272.42	367.58	553.73
43	97.40	104.74	275.68	266.20	279.10	376.31	560.07
44	98.84	106.30	284.23	274.23	285.93	385.30	566.50
45	100.32	107.88	293.04	282.47	292.92	394.46	572.99
46	101.82	109.49	302.11	290.95	300.10	403.85	579.58
47	103.34	111.12	311.46	299.69	307.43	413.47	586.21
48	104.87	112.76	321.12	308.72	314.94	423.34	592.91
49	106.43	114.43	331.05	318.00	322.68	433.41	599.74
50	108.03	116.16	341.31	327.57	330.56	443.75	606.60
51	113.16	121.68	354.95	341.55	340.97	455.18	617.19
52	118.54	127.46	369.14	356.15	351.72	466.88	627.94
53	124.16	133.52	383.87	371.34	362.78	478.87	638.91
54	130.07	139.84	399.19	387.20	374.21	491.21	650.05
55	136.25	146.50	415.15	403.72	386.00	503.86	661.38
56	142.72	153.46	431.71	420.94	398.15	516.82	672.93
57	149.50	160.75	448.96	438.93	410.69	530.13	684.65
58	156.60	168.38	466.88	457.67	423.63	543.75	696.60
59	164.05	176.38	485.55	477.18	436.96	557.76	708.75
60	171.83	184.76	504.92	497.57	450.72	572.09	721.10
61	185.49	199.47	537.85	541.02	478.90	600.71	752.06
62	200.27	215.34	572.92	588.27	508.86	630.77	784.33
63	216.21	232.48	610.31	639.64	540.68	662.33	817.98
64	233.41	250.96	650.09	695.49	574.49	695.44	853.08
65	251.98	270.95	692.48	756.23	610.42	730.25	889.68
66	279.27	300.29	759.76	817.74	668.29	793.11	957.59
67	309.52	332.81	833.58	884.29	731.63	861.39	1,030.71
68	343.04	368.85	914.55	956.21	800.97	935.55	1,109.37
69	380.20	408.80	1,003.39	1,034.01	876.87	1,016.11	1,194.05
70	421.36	453.08	1,100.88	1,118.15	959.99	1,103.57	1,285.23
71	472.47	508.04	1,201.06	1,243.22	1,054.81	1,206.70	1,410.05
72	529.78	569.65	1,310.37	1,382.29	1,158.95	1,319.49	1,547.03
73	594.03	638.74	1,429.60	1,536.94	1,273.39	1,442.82	1,697.30
74	666.08	716.23	1,559.70	1,708.88	1,399.12	1,577.67	1,862.15
75	746.86	803.10	1,701.64	1,900.01	1,537.30	1,725.13	2,043.04
76	829.75	892.21	1,879.51	2,095.47	1,698.00	1,893.23	2,220.73
77	921.80	991.19	2,075.99	2,311.02	1,875.48	2,077.73	2,413.87
78	1,024.09	1,101.19	2,292.96	2,548.77	2,071.53	2,280.20	2,623.84
79	1,137.71	1,223.36	2,532.66	2,810.96	2,288.05	2,502.36	2,852.06

Due to variations in rounding, actual premium may vary.

Appendix D
The Prudential Insurance Company of America
Individual Long Term Care Insurance Plan
Base Rates and Adjustment Factors

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Policy Benefit Options

ADJUSTMENT FACTORS – LIFETIME MAXIMUM (BENEFIT PERIOD)	
Benefit Period	
1 Year	0.560
2 Year	0.710
3 Year	0.820
4 Year	0.940
5 Year	1.000
6 Year	1.04

ADJUSTMENT FACTORS – ELIMINATION PERIOD	
Elimination Period	
30 Day	1.36
60 Day	1.15
90 Day	1.00
120 Day	0.97
180 Day	N/A
365 Day	N/A

ADJUSTMENT FACTORS – HOME CARE DAILY BENEFIT	
Home Care Benefit as a % of Facility Benefit	
50%	0.93
75%	0.97
100%	1.00
150%	1.35

Optional Riders

ADJUSTMENT FACTORS – MONTHLY BENEFIT RIDER					
Home Care Benefit as a % of Facility Benefit	INFLATION OPTION				
	None	GPO	Simple, 3 & 4% Compound (No Maximum)	5% Compound (2x Maximum)	5 % Compound (No Maximum)
50%	1.065	1.065	1.075	1.090	1.090
75%	1.063	1.063	1.068	1.083	1.083
100%	1.050	1.050	1.055	1.070	1.070
150%	1.047	1.047	1.052	1.067	1.067

ADJUSTMENT FACTORS – Optional Riders					
Issue Age	Return of Premium Upon Death Rider	Shortenend Benefit Period Nonforfeiture Rider	Joint Waiver of Premium Rider	Survivor Waiver of Premium Rider	
				Automatic Inflation	No Inflation
18-34	1.250	1.110	1.010	1.121	1.080
35-44	1.300	1.110	1.010	1.136	1.110
45-54	1.450	1.110	1.010	1.146	1.130
55-59	1.650	1.110	1.020	1.141	1.130
60-64	1.850	1.110	1.020	1.141	1.130
65-69	2.000	1.110	1.030	1.107	1.100
70-74	2.500	1.110	1.050	1.107	1.100
75-79	2.500*	1.110	1.090	1.075	1.070

* Return of Premium Upon Death Rider is not available for issue ages 76 - 79

ADJUSTMENT FACTORS – SHARED CARE	
Benefit Period	
2 Year	1.23
3 Year	1.15
4 Year	1.10
5 Year	1.08
6 Year	1.08
10 Year	1.07

ADJUSTMENT FACTORS – WAIVER OF THE ELIMINATION PERIOD FOR HOME CARE	
Elimination Period	
30 Day	1.04
60 Day	1.10
90 Day	1.12
120 Day	NA
180 Day	NA
365 Day	NA

Appendix D
The Prudential Insurance Company of America
Individual Long Term Care Insurance Plan
Base Rates and Adjustment Factors

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Additional Premium Adjustments

ADJUSTMENT FACTORS – UNDERWRITING CLASS	
Underwriting Class	
Preferred	0.85
Standard I	1.00
Standard II	1.25
Standard III	1.50

ADJUSTMENT FACTORS – PREMIUM PAYMENT MODE	
Premium Payment Mode	
Annual	1.000
Semi-Annual	0.515
Quarterly	0.265
Monthly	0.090
Auto-Monthly	0.085

ADJUSTMENT FACTORS - DISCOUNTS							
Partner Status	Partner Discount in Combination with						
		Employer Sponsored Program Discount I	Employer Sponsored Program Discount II	Affiliation Program Discount I	Affiliation Program Discount II	Affiliation Program Discount III	Affiliation Program Discount IV
Single Partner	0.85	0.80	0.75	0.80	0.77	0.75	0.73
Joint Partner	0.70	0.65	0.60	0.65	0.62	0.60	0.58
Single (No Partner)	1.00	0.95	0.90	0.95	0.92	0.90	0.88

ADJUSTMENT FACTORS – ELIMINATION OF CASH ALTERNATIVE OPTION	
Taken	0.87
Not Taken	1.00

Elimination of Cash Alternative not available to policies with Cash or Flex Cash Riders

State:	Pennsylvania	Filing Company:	The Prudential Insurance Company of America
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	Individual LongTerm Care Insurance		
Project Name/Number:	ILTC-3R Re-Rate LS/8I-2019		

Supporting Document Schedules

Satisfied - Item:	Transmittal Letter (A&H)
Comments:	
Attachment(s):	PA - Filing Cover Letter (ILTC-3R) - 6-20-2019.pdf
Item Status:	
Status Date:	

Bypassed - Item:	Actuarial Certification (A&H)
Bypass Reason:	Please refer to Section 22, pages 11 and 12 of the enclosed Actuarial Memorandum.
Attachment(s):	
Item Status:	
Status Date:	

Satisfied - Item:	Actuarial Memorandum and Explanatory Information (A&H)
Comments:	
Attachment(s):	PA - Act Memo - Revised Rates ILTC3R.pdf PA - All ILTC3R Rate Increase.pdf
Item Status:	
Status Date:	

Bypassed - Item:	Advertisements (A&H)
Bypass Reason:	N/A
Attachment(s):	
Item Status:	
Status Date:	

Bypassed - Item:	Authorization to File (A&H)
Bypass Reason:	N/A
Attachment(s):	
Item Status:	
Status Date:	

Bypassed - Item:	Insert Page Explanation (A&H)
Bypass Reason:	N/A
Attachment(s):	
Item Status:	

State:	Pennsylvania	Filing Company:	The Prudential Insurance Company of America
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	Individual LongTerm Care Insurance		
Project Name/Number:	ILTC-3R Re-Rate LS/8I-2019		

Status Date:	
Bypassed - Item:	Rate Table (A&H)
Bypass Reason:	Please refer to the Appendices D attached to the Rate schedule Tab of this filing.
Attachment(s):	
Item Status:	
Status Date:	
Bypassed - Item:	Replacement Form with Highlighted Changes (A&H)
Bypass Reason:	N/A
Attachment(s):	
Item Status:	
Status Date:	
Bypassed - Item:	Advertisement Compliance Certification
Bypass Reason:	N/A
Attachment(s):	
Item Status:	
Status Date:	
Bypassed - Item:	Reserve Calculation (A&H)
Bypass Reason:	N/A
Attachment(s):	
Item Status:	
Status Date:	
Bypassed - Item:	Variability Explanation (A&H)
Bypass Reason:	N/A
Attachment(s):	
Item Status:	
Status Date:	
Satisfied - Item:	Appendix C - Description of Experience Analysis and Assumption Setting
Comments:	
Attachment(s):	Appendix C - Description of Experience Analysis and Assumption Setting.pdf
Item Status:	
Status Date:	

State:	Pennsylvania	Filing Company:	The Prudential Insurance Company of America
TOI/Sub-TOI:	LTC03I Individual Long Term Care/LTC03I.001 Qualified		
Product Name:	Individual LongTerm Care Insurance		
Project Name/Number:	ILTC-3R Re-Rate LS/8I-2019		

Satisfied - Item:	Appendix C - Exhibit 1 - Mortality Details
Comments:	
Attachment(s):	Appendix C - Exhibit 1 - Mortality Details - ILTC.pdf
Item Status:	
Status Date:	

Satisfied - Item:	Appendix C - Exhibit 2 - Lapse Details
Comments:	
Attachment(s):	Appendix C - Exhibit 2 - Lapse Details - ILTC.pdf
Item Status:	
Status Date:	

Satisfied - Item:	Appendix C - Exhibit 3 - Morbidity Details
Comments:	
Attachment(s):	Appendix C - Exhibit 3 - Morbidity Details - ILTC.pdf
Item Status:	
Status Date:	

Satisfied - Item:	ILTC-3/ILTC-3R Policyholder Notification Letter Package
Comments:	
Attachment(s):	LTC-Policyholder Notification Letter (ILTC3) Round 8.pdf LTC-Coverage Options (ILTC3) Round 8.pdf LTC-Change Request Form (ILTC3) Round 8.pdf Frequently Asked Questions (ILTC3) Round 8.pdf
Item Status:	
Status Date:	



John L. Timmerberg, ASA, MAAA
Vice President and Actuary
Financial Management

The Prudential Insurance Company of America
Long Term Care Unit
751 Broad Street
Plaza, 11th Floor
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Tel 973-802-6596
john.timmerberg@prudential.com

June 20, 2019

The Honorable Jessica Altman
Commissioner of Insurance
Pennsylvania Insurance Department
1326 Strawberry Square
Harrisburg, PA 17120

Re.: The Prudential Insurance Company of America
NAIC #304-68241
Individual Long Term Care Insurance
Form Numbers: GRP 113172 ED 05/2009 et al and GRP 113570 ED 05/2009, et al
(Policies sold on or after 4/5/2011)

Dear Commissioner Altman:

Enclosed for your review is support for a requested increase to our long-term care insurance premium rate schedule, for the above referenced forms. In addition, we are requesting approval of riders that will allow eligible policyholders to reduce or eliminate the future rate at which their benefits inflate.

Forms GRP 113172 ED 05/2009 and GRP 113570 ED 05/2009 ILTC-3 Refresh were previously approved by the Department on February 14, 2011, for policies sold on or after April 5, 2011. These form series were sold nationwide during the period of 2011 through 2012. These products are no longer being marketed in any state.

A previous rate schedule change under this series of forms was reviewed and approved by the Department under SERFF tracking number PRUD-130452589 on June 3, 2016.

While Prudential's pricing assumptions for this series of forms were based on the best information then available, our actual experience has emerged worse than expected. In second quarter of 2018, we strengthened our statutory reserves by \$0.6 billion following the completion of our annual review and update of actuarial assumptions. In particular, we updated our morbidity assumptions to reflect more adverse expectations of future experience than previously anticipated. In view of this, we are requesting a rate increase for the above referenced policy series of the following amounts:

Inflation Type	Benefit Period	Requested Rate Increase
No Inflation	Lifetime or 10 year	0.0%
No Inflation	less than 10 year	0.0%
Auto Inflation	Lifetime or 10 year	55.0%
Auto Inflation	less than 10 year	55.0%

The rate increase is needed to help ensure that future premiums, in combination with existing reserves, will be adequate to fund anticipated claims. We will continue to monitor the performance of this block of business after this rate action. As explained in more detail in the Actuarial Memorandum, if the full increase is approved, we commit to not request an additional increase in the future unless our experience deteriorates further.

The requested rate increases will not restore original profit margins, but will help Prudential avoid additional losses as well as further depletion of its surplus. Approval of the requested rate increase will also help maintain equity amongst the states. Deferring rate increases will only increase the size of needed future rate increases.

The proposed premium rates will be effective on each policy's first modal premium due date that is on or after the effective date, which Prudential will establish following state authorization. Prudential will provide all policyholders at least 60 days advance notice of the rate increase.

We understand that a premium increase may be difficult for our policyholders to absorb. Consequently, Prudential is prepared to offer a number of options to help mitigate or eliminate the impact of the higher premium an insured is paying, such as; reducing their benefit period, decreasing their Daily Benefit Maximum, or dropping rider(s) (e.g. optional coverage). Additionally, as an alternative, the Contingent Non-forfeiture benefit will be made available to all impacted policyholders whose plan design does not already include a Non-forfeiture Benefit Rider.

[In addition, upon approval of the applicable rider, Prudential will offer eligible insureds a new voluntary option that will completely offset the rate increase. This option will be made available to policyholders with an unlimited automatic inflation option and will result in a reduction to or elimination of the future inflation growth factor applicable to their coverage. Note that policyholders would retain any inflation increases that have accrued to date.

Accordingly, copies of the Optional Inflation Rider(s) have been submitted under our corresponding SERFF filing, PRUD-131980435.

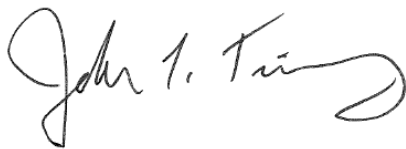
The following items are included with this submission:

- All Actuarial Material
- All Required Certifications
- State transmittal and checklists (If applicable)
- Optional Rider[s] (Please refer to SERFF Filing PRUD-131980435)

Correspondence: Please correspond directly with my associate concerning this filing.

Raenonna Prince, CLTC, LTCP
Lead Analyst
The Prudential Insurance Company of America
P. O. Box 7907
Philadelphia, PA 19101-7907
Voice: (800) 732-0416 or (215) 658-6281
Fax: (888) 294-6335
e-mail: raenonna.prince@prudential.com

Very truly yours,



John L. Timmerberg, ASA, MAAA
Vice President & Actuary

Enclosures

Attachment

The Prudential Insurance Company of America
Individual Long Term Care Insurance Forms

FORM NUMBER DESCRIPTION

ILTC-3 Refresh Regular:

GRP 115347 – 3.0% Automatic Compound Inflation – No Max Amendatory Rider
GRP 115340 – 3.0% Automatic Simple Inflation Amendatory Rider
GRP 115360 – 2.0% Automatic Compound Inflation – No Max Amendatory Rider
GRP 115341 – 1.0% Automatic Compound Inflation – No Max Amendatory Rider

ILTC-3 Refresh Franchise:

GRP 115483 – 3.0% Automatic Compound Inflation – No Max Amendatory Rider
GRP 115484 – 3.0% Automatic Simple Inflation Amendatory Rider
GRP 115485 – 2.0% Automatic Compound Inflation – No Max Amendatory Rider
GRP 115486 – 1.0% Automatic Compound Inflation – No Max Amendatory Rider

June 13, 2019
Actuarial Memorandum Supporting Rate Revision for
The Prudential Insurance Company of America
Individual Long-Term Care Insurance Plan
Pennsylvania

1. Scope and Purpose

The purpose of this memorandum is to provide actuarial information supporting a rate revision to premiums for the following The Prudential Insurance Company of America's Tax-Qualified individual long-term care Forms and their associated riders:

<u>Product Name</u>	<u>Form Number</u>	<u>Issue Dates in Pennsylvania</u>
ILTC3R	GRP 113172 ED 05/2009	05/2011 - 08/2012
ILTC3 Refresh Franchise	GRP 113570 ED 05/2009	05/2011 - 08/2012

Some riders may not be available in all states. This rate filing is not intended to be used for other purposes.

This rate filing is a request for a rate increase in premium varying by Inflation Type and Benefit Period (see table below), effective upon approval by the state, on the base contract and all associated riders. References to policyholders with No Inflation in this actuarial memorandum and appendices is intended to be our classification for those policyholders that didn't elect an automatic inflation option, which includes those without an inflation rider and those with the Guaranteed Purchase Option (GPO).

Please note that there are no active policies in Pennsylvania in the following categories:

- Auto-inflation policies with lifetime or 10-Year benefit periods
- Policies with no inflation and lifetime or 10-Year benefit periods

Inflation Type	Benefit Period	Requested Rate Increase
No Inflation	Lifetime or 10 year	0.0%
No Inflation	less than 10 year	0.0%
Auto Inflation	Lifetime or 10 year	55.0%
Auto Inflation	less than 10 year	55.0%

These revisions are necessary because the current best estimate projections of the nationwide lifetime loss ratios are higher than the originally priced expected lifetime loss ratios. The higher lifetime loss ratios are due to adverse morbidity and persistency experience. If the requested rate increase is approved and implemented as proposed, the company does not expect to request additional rate increases based on current expectations of future experience. However, if actual

**Actuarial Memorandum Supporting Rate Revisions for
The Prudential Insurance Company of American
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future experience were to deteriorate further, additional rate action may become necessary even if the requested rate increase is approved and implemented as proposed.

This filing is also a request to allow the company to offer a new voluntary benefit reduction option to policies with automatic inflation benefits. This option, which would reduce the rate of future inflation increases, would be applied via a rider to the policy, and would offset a substantial portion or the entire amount of the rate increase requested above, for policyholders who elect it. If elected, the reduced inflation growth factor would begin to apply at the first anniversary date following the effective date of the rider, which would coincide with the effective date of the rate increase. Once applicable, the reduced inflation factor would remain in effect in accordance with the current contract. Note that policyholders would retain any inflation increases that have accrued to date. Insureds eligible for this option would be limited to those who currently have lifetime premium and premium reduction at age 65 premium payment options, and automatic inflation where benefit growth is unlimited. Policyholders that have the automatic inflation rider where the facility care benefit and the lifetime maximum benefit are capped once they have doubled will not be eligible for the new benefit reduction option. The reduced future inflation growth factors associated with this option are provided below. Please note that the reduced inflation growth factors are provided only for those categories of policies with auto-inflation benefits, that are issued in Pennsylvania.

Inflation Type	Benefit Period	Current Inflation Rate	Landing Spot Inflation Rate
Auto Inflation	less than 10 year	5%	3.0%
Auto Inflation	less than 10 year	4%	2.0%
Auto Inflation	less than 10 year	3%	1.0%

This inflation offer would only affect the rate increase request related to this filing. Insureds who elect this option may still be subject to additional future rate action, were it to become justified due to further deterioration of experience not currently anticipated, as mentioned above.

For policies with auto inflation, actuarial equivalence is determined by equating the lifetime anticipated loss ratios under two scenarios. The first scenario assumes that the full premium rate increase is applied to all policies with auto inflation. The second scenario assumes that all policies with auto inflation opt to accept a revised inflation rider with a reduced inflation rate (the Landing Spot Inflation Rate). The first table on page 3 shows that for policies with auto inflation and lifetime or 10-year benefit periods, the lifetime anticipated loss ratio under the first scenario is 76.8% and under the second scenario it is 76.2%.

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Nationwide Experience - Policies with Auto Inflation, Lifetime or 10 Year Benefit Periods

Loss Ratio Summaries		Earned Premium	Incurred Claims	Incurred Ratio
With Requested Increase	Accumulated Value of Historical to 6/30/2018	2,497,633	321,340	12.9%
	Present Value of Future to 6/30/2018	5,580,653	5,882,826	105.4%
	Total Values	8,078,286	6,204,166	76.8%
With Landing Spot	Accumulated Value of Historical to 6/30/2018	2,497,633	321,340	12.9%
	Present Value of Future to 6/30/2018	4,318,131	4,869,127	112.8%
	Total Values	6,815,765	5,190,467	76.2%

The table directly below shows that for policies with auto inflation and benefit periods less than 10 years, the lifetime anticipated loss ratio under the first scenario is 77.5% and under the second scenario it is 76.9%.

Nationwide Experience - Policies with Auto-Inflation, Less Than 10 Year Benefit Periods

Loss Ratio Summaries		Earned Premium	Incurred Claims	Incurred Ratio
With Requested Increase	Accumulated Value of Historical to 6/30/2018	35,269,977	970,071	2.8%
	Present Value of Future to 6/30/2018	76,585,553	85,744,951	112.0%
	Total Values	111,855,530	86,715,022	77.5%
With Landing Spot	Accumulated Value of Historical to 6/30/2018	35,269,977	970,071	2.8%
	Present Value of Future to 6/30/2018	59,272,905	71,718,489	121.0%
	Total Values	94,542,882	72,688,559	76.9%

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Prudential is filing for premium rate increases in each state where policies of these forms were issued.

Upon approval of this rate revision, Prudential will communicate to policyholders their options to reduce the impact of the rate increase. For those with Auto Inflation and unlimited benefit growth, the option is described above. For other policies, there will also be opportunities for almost all policyholders to keep the premium at or below the premium they were paying prior to the rate revision. These options may include reducing the lifetime maximum, reducing the daily benefit, and eliminating optional riders. In addition to what is included in the policyholder notification letter, policyholders will be notified that they can call our customer service representatives to work out a benefit reduction that best works for their situation.

In addition, the contingent non-forfeiture benefit will be available for all policyholders, regardless of their age or rate increase amount.

Please refer to Section 20 for a description of the information contained in each Appendix included in the filing.

2. Description of Benefits

The policies issued on these forms are referred as the “ILTC3R” product series. This product was individually underwritten and provides comprehensive long-term care coverage for care received in a nursing home, assisted living facility, or hospice in addition to home and community-based care. This product is intended to be a Tax Qualified Long Term Care Insurance Contract as defined by the internal revenue code section 7702B(b).

This product reimburses covered long-term care expenses subject to the amount of coverage purchased. A waiting period, institutional daily benefit amount, home and community care percentage, maximum lifetime benefit amount and inflation protection option are selected at issue. The available choices can be found in the attached premium rate tables.

The benefit eligibility criteria is based on the insured’s loss of the ability to perform two of the six activities of daily living (ADLs) or having a severe cognitive impairment. Activities of Daily Living are bathing, continence, dressing, eating, toileting, and transferring. Premiums will be waived beginning the first day of the next month following when LTC benefits are payable.

**Actuarial Memorandum Supporting Rate Revisions for
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3. Renewability Clause

This product is a Guaranteed Renewable, Individual Long Term Care policy.

4. Applicability

The premium increase contained in this memorandum will be applicable to all active policy holders of the policy form and riders described in Section 1, as these policy forms are no longer sold in the market. The revised premium rate schedules can be found in Appendix D.

5. Actuarial Assumptions

The actuarial assumptions used to project the future premiums and claims are described in this section. Appendix C provides further details of how the experience studies were conducted that were used to develop the actuarial assumptions. The assumptions used in this filing are Prudential's best estimate expectations, developed in 2018, of future experience, and do not include any provisions for adverse experience. These assumptions are the basis for the assumptions being used in the company's internal cash flow testing.

Morbidity

The best estimate morbidity assumptions were developed based on a combination of Prudential's historical claim experience, the *Milliman 2014 Long Term Care Guidelines (Guidelines)* and judgment. The *Guidelines* reflect over 29 million life years of exposure and \$25 billion of incurred claims and the experience and judgment of Milliman actuaries. The policy design and coverages and the underwriting applied at the time of issue were all considered when setting the claim cost assumptions. The claim cost assumptions reflect Prudential's current best estimate of future morbidity. The best estimate assumptions do not include an assumption for morbidity improvement. The assumptions do not include any adverse selection from the rate increase or loads for moderately adverse experience.

Mortality

The mortality assumptions were developed from a mortality study conducted on Prudential's experience and judgment. The current best estimate mortality assumption is the 2012 IAM Basic Table on an Age Last Birthday basis with mortality selection factors and mortality

**Actuarial Memorandum Supporting Rate Revisions for
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improvement. The mortality selection factors vary by issue age and duration. The factors are generally below 1 in the early durations and grade to 1.05 in the ultimate (dur 30+) period. Future mortality improvement of 1% per year for 20 years (2018 through 2038) is assumed. We assumed all remaining policies would terminate at attained age 120. The assumptions do not include any loads for moderately adverse experience.

Lapses

The voluntary lapse assumptions were developed from a policy persistency study conducted on Prudential's long-term care policy experience. The voluntary lapse assumptions are our expectations for policy terminations, by duration, for reasons other than death, benefit exhaustion or benefit buy-downs. The lapse assumptions represent the current best estimate expectations of future experience and do not include any provisions for adverse experience. At time of premium rate increase notification, policyholders may elect a nonforfeiture benefit or an optional benefit reduction and the impact of these policyholder elections is modelled in our projections. Voluntary lapse rates are shown below and vary by policy duration and attained age.

Voluntary Lapse Rates – Lifetime Pay								
Duration	Cash				Reimbursement			
	Inflation		No Inflation		Inflation		No Inflation	
	Single	Married	Single	Married	Single	Married	Single	Married
1	5.45%	2.85%	7.15%	3.85%	8.35%	4.35%	11.00%	5.90%
2	3.70%	2.05%	4.30%	2.75%	6.20%	3.15%	6.65%	4.20%
3	1.10%	6.30%	2.10%	5.80%	6.20%	1.70%	2.40%	4.10%
4	1.10%	6.30%	2.10%	5.80%	1.50%	1.70%	2.40%	4.10%
5	1.10%	6.30%	2.10%	5.80%	1.50%	1.70%	2.40%	2.30%
6	1.10%	2.40%	2.10%	2.50%	1.50%	1.70%	2.40%	2.30%
7	1.10%	2.40%	2.10%	2.50%	1.50%	1.00%	2.40%	2.00%
8	1.10%	2.40%	2.10%	2.50%	1.50%	1.00%	2.40%	2.00%
9	1.10%	2.40%	2.10%	2.50%	1.50%	1.00%	2.40%	1.30%
10	1.10%	1.30%	2.10%	2.10%	1.50%	0.76%	2.40%	1.30%
11	1.10%	1.30%	2.10%	2.10%	1.50%	0.76%	2.40%	1.30%
12	1.10%	1.30%	2.10%	2.10%	1.50%	0.76%	2.40%	1.30%
13	1.10%	1.10%	2.10%	2.01%	1.50%	0.76%	2.40%	1.30%
14	1.10%	0.60%	2.10%	1.75%	1.50%	0.76%	2.40%	1.30%
15-20	1.10%	0.60%	2.10%	1.75%	1.50%	0.50%	2.40%	1.30%
21+	1.10%	0.50%	2.10%	1.50%	1.25%	0.50%	2.40%	1.30%

NOTE: No inflation includes plans without inflation and GPO.

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Interest Rate

An annual interest rate of 4.0% was used to calculate the lifetime loss ratio in the supporting appendices.

Expenses

The need for a rate increase is based on the lifetime loss ratio being in excess of the minimum loss ratio. Expenses do not directly impact the lifetime loss ratio and therefore are not used as justification for the rate increase. As such, expenses are not being projected and are not included in this filing.

6. Issue Age Range

This product was available for issue ages 18 - 79. Premiums are based on issue age.

7. Area Factors

The Company did not use area factors within the state in the premium scale for this product.

8. Average Annual Premium

The average annual premium for this product for both prior to the impact of the requested rate increase, and after, is indicated in Appendix A to this memorandum.

9. Modal Premium Factors

Modal loads are required because of the varied expenses incurred by the Company and the effect of interest and persistency. The modal premium factors will remain unchanged from the current factors.

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10. Claim Liability and Reserve

Claim reserves were calculated using appropriate actuarial methods for IBNR and for open claims on a disabled life basis. The claim reserves were discounted to the date of incurred for each claim and have been included in the historical incurred claims. An annual interest rate of 4.0% was used to calculate the present value of future claims in the supporting exhibits.

11. Active Life Reserves

We have provided supporting evidence for the justification of the proposed increase based on the relationship of incurred claims divided by earned premium compared to the minimum required loss ratios. Incurred claims exclude any change in active life reserves.

12. Trend Assumption

Benefits payable are equal to or less than the daily or monthly benefit limit. We have not included any medical trend in the projections.

13. Requested Rate Increase and Demonstration of Satisfaction of Loss Ratio Requirements

Prudential is requesting a premium increase varying by inflation type and benefit period, to be applied to all ILTC3R active policies.

Satisfaction of the loss ratio requirement is demonstrated in Appendix A. The demonstration is based on a 58% loss ratio on the initial premium and an 85% loss ratio on the increased premium. This approach requires that the sum of the historical and projected future incurred claims must exceed the sum of 58% of the initial premium and 85% of the increased premium.

14. Distribution of Business

The historical experience reflects the actual distribution of policies during the experience period. We used the current distribution of business as of June 30, 2018 to project future experience.

**Actuarial Memorandum Supporting Rate Revisions for
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Appendix E contains the distribution of the active policies by key demographic and benefit characteristics.

15. Experience – Past and Future

The historical and projected nationwide experience, both with and without the rate increase, is contained in Appendix B. Note that there is no margin for adverse deviation in the future incurred claim projections in Appendix B. Additionally, the historical and projected nationwide experience is on a Pennsylvania rate basis.

The historical and projected experience for this state, both with and without the rate increase, is contained in Appendix F. Note that there is no margin for adverse deviation in the future incurred claim projections in Appendix F.

Historical experience is shown by claim incurred year.

16. Lifetime Loss Ratio

The anticipated nationwide lifetime loss ratios, both without a rate increase and with the requested rate increase, are shown in Appendix A. The development of these nationwide lifetime loss ratios is shown in Appendix B.

The rate increase is assumed effective November 1, 2019 in our projections.

17. History of Rate Adjustments

See Appendix A for a history of previous rate adjustments on this policy form.

18. Number of Policyholders

The current number of policyholders as of June 30, 2018 can be found in Appendix A.

**Actuarial Memorandum Supporting Rate Revisions for
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19. Proposed Effective Date

This rate revision will be implemented following state approval and a minimum of a 60 day notification to the certificate holder. Implementation will be no earlier than November 1, 2019.

20. Summary of Appendices

Appendix A primarily contains information that is specific to the state in which this filing is made. Examples of some items included are the requested rate increase, the average annual premium, demonstration of meeting required minimum loss ratio standards, the number of policyholders active, etc.

Appendix B contains historical and projected nationwide experience for all policies as well as by inflation type and benefit period issued under this form on a Pennsylvania state rate basis. The appendix also includes the projected lifetime loss ratios both without and with the proposed increase. Note that there is no margin for adverse deviation in the future incurred claim projections in Appendix B.

Appendix C describes the development of the best estimate morbidity, mortality and voluntary lapse assumptions and contains three exhibits that show actual experience to projected best estimate experience. The best estimate values in these exhibits reflect Prudential's assumptions developed in 2018. Actual to expected results close to 100% demonstrates that the current assumptions are reasonable compared to the actual results.

Appendix D contains the premium rate pages associated with this filing.

Appendix E contains the distribution of the active policies by key demographic and benefit characteristics.

Appendix F contains the same information as Appendix B except it contains only state specific experience and projections.

**Actuarial Memorandum Supporting Rate Revisions for
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21. Relationship of Renewal Premium to New Business Premium.

Prudential is no longer selling any new Long-Term Care business. Therefore, the comparison of renewal premium rates after the rate increase to the Company's current new business premium rate schedule is not applicable.

22. Actuarial Certification

I am a member of the American Academy of Actuaries. I meet the Academy's qualification standards for rendering this opinion and am familiar with the requirements for filing long term care insurance premiums.

To the best of my knowledge and judgment this rate filing is in compliance with the applicable laws and regulations of this State as they relate to premium rate developments and revisions.

The policy design and coverages, the underwriting used at the time of issue, and the claim adjudication process were all taken into consideration.

In forming my opinion, I have used actuarial assumptions and actuarial methods as I considered necessary. The pricing assumptions are consistent with Prudential's current best estimates and do not include a margin for adverse experience. These assumptions are used to calculate the new target lifetime loss ratio as shown in Appendix A, Section 22a.

The premium rates are not excessive or unfairly discriminatory. If the requested premium increase is implemented and the underlying assumptions with a 10% load for moderately adverse conditions are realized, no further premium rate schedule increases are anticipated.

If the future experience deteriorates beyond the 10% moderately adverse load to future incurred claims, and exceeds the lifetime ratio shown in Appendix A, Section 22b, Prudential may need to file for additional in-force premium increases on these forms. At that time, the requested increase would be recalculated to manage the block to the target lifetime loss ratio as shown in Appendix A, Section 22a.

Actuarial Memorandum Supporting Rate Revisions for
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June 13, 2019

A handwritten signature in black ink, reading "John L. Timmerberg". The signature is fluid and cursive, with a large initial "J" and a stylized "T" at the end.

John L. Timmerberg, ASA, MAAA
Vice President & Actuary
Prudential Long Term Care
June 13, 2019

Appendix A
The Prudential Insurance Company of America
ILTC3R

Pennsylvania

Requested Rate Increase

<u>Benefit Type</u>	<u>Requested Amount</u>
No Inflation/Unlimited	0.0%
No Inflation/Limited	0.0%
Auto Inflation/Unlimited	55.0%
Auto Inflation/Limited	55.0%

8. Average Annual Premium

<u>Rate Basis</u>	<u>Pennsylvania</u>	<u>Nationwide</u>
Without Increase	\$2,813	\$2,882
With Increase	\$3,783	\$4,047

13. Satisfaction of Loss Ratio Requirements

Rate Stability Requirement:

1) Total Incurred Claims	\$119,735,204
58% of initial premium	\$67,060,675
85% of increased premium	\$32,798,587
2) Sum of 58%/85% premium	\$99,859,262
Is 1 greater than 2?	Yes

16. Lifetime Loss Ratio

<u>Policy type</u>	<u>Without Increase</u>	<u>With Increase</u>
All	98%	78%
No Inflation/Unlimited	77%	77%
No Inflation/Limited	78%	78%
Auto Inflation/Unlimited	103%	77%
Auto Inflation/Limited	105%	78%

17. History of Rate Adjustments

Cash Benefit Policies with Unlimited Benefit Period
15% implemented on 12/01/2016
Cash Benefit Policies with Limited Benefit Period
15% implemented on 12/01/2016
Reimbursement Benefit Policies with Unlimited Benefit Period
15% implemented on 12/01/2016
Reimbursement Benefit Policies with Limited Benefit Period
15% implemented on 12/01/2016

18. Number of Policyholders and Annualized Premium as of June 30, 2018

<u>Policy type</u>	<u>Policies Inforce</u>		<u>Premium Inforce</u>	
	<u>Pennsylvania</u>	<u>Nationwide</u>	<u>Pennsylvania</u>	<u>Nationwide</u>
All	228	2,376	\$641,447	\$6,846,869
No Inflation/Unlimited	0	44	\$0	\$178,503
No Inflation/Limited	80	659	\$239,380	\$1,634,695
Auto Inflation/Unlimited	0	68	\$0	\$337,828
Auto Inflation/Limited	148	1,605	\$402,067	\$4,695,844

22. Projected Loss Ratio

(a) Projected target lifetime loss ratio with rate increase	78%
(b) Lifetime loss ratio with rate increase and 10% moderately adverse load to future incurred claims	85%

Appendix B
The Prudential Insurance Company of America
Historical and Projected Experience
Nationwide Experience
Pennsylvania Premium Rate Basis
ILTC3R

Historical

Calendar Year	Earned Premium	Paid Claims	Claim Reserve	Incurred Claims	Incurred Ratio
2011	522,799	0	0	0	0%
2012	5,818,149	27,414	0	27,414	0%
2013	6,928,105	0	0	0	0%
2014	6,787,525	241,876	0	241,876	4%
2015	6,685,623	299,138	246,374	545,512	8%
2016	7,080,043	116,982	234,794	351,776	5%
2017	7,298,432	31,800	195,670	227,470	3%
2018*	3,600,935	3,205	191,327	194,532	5%

Projection without Rate Increase

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2018**	3,589,680	473,520	13%
2019	7,076,420	1,098,255	16%
2020	6,924,227	1,312,931	19%
2021	6,763,182	1,553,824	23%
2022	6,220,762	1,801,807	29%
2023	5,909,984	2,085,316	35%
2024	5,751,857	2,402,359	42%
2025	5,594,043	2,724,782	49%
2026	5,435,317	3,100,353	57%
2027	5,277,287	3,563,212	68%
2028	5,114,373	4,072,115	80%
2029	4,944,750	4,640,068	94%
2030	4,765,137	5,256,693	110%
2031	4,578,919	5,916,529	129%
2032	4,390,061	6,609,744	151%
2033	4,196,005	7,333,783	175%
2034	3,995,809	8,098,466	203%
2035	3,787,039	8,875,875	234%
2036	3,573,039	9,618,007	269%
2037	3,358,602	10,325,195	307%
2038	3,142,593	11,011,887	350%
2039	2,925,244	11,623,178	397%
2040	2,706,574	12,128,886	448%
2041	2,487,383	12,502,004	503%
2042	2,270,866	12,732,724	561%
2043	2,061,356	12,841,279	623%
2044	1,859,902	12,823,198	689%
2045	1,667,943	12,693,712	761%
2046	1,485,583	12,442,325	838%
2047	1,312,028	12,062,284	919%
2048	1,154,646	11,556,215	1001%
2049	1,009,919	10,979,701	1087%
2050	874,502	10,345,223	1183%
2051	755,232	9,663,822	1280%
2052	648,543	8,948,828	1380%
2053	553,748	8,204,177	1482%
2054	470,178	7,461,080	1587%
2055	397,069	6,739,492	1697%
2056	333,618	6,038,964	1810%
2057+	1,574,005	43,286,984	2750%

Projection with Rate Increase

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2018**	3,589,680	473,520	13%
2019	7,273,999	1,091,637	15%
2020	8,442,607	1,235,114	15%
2021	8,424,022	1,444,491	17%
2022	7,731,258	1,670,738	22%
2023	7,339,468	1,929,680	26%
2024	7,146,810	2,218,887	31%
2025	6,955,179	2,511,775	36%
2026	6,762,695	2,852,289	42%
2027	6,571,477	3,271,124	50%
2028	6,374,126	3,730,229	59%
2029	6,168,231	4,241,073	69%
2030	5,949,383	4,794,231	81%
2031	5,722,054	5,384,193	94%
2032	5,491,454	6,001,790	109%
2033	5,254,061	6,644,929	126%
2034	5,008,532	7,322,403	146%
2035	4,751,527	8,009,236	169%
2036	4,487,412	8,661,896	193%
2037	4,222,473	9,280,889	220%
2038	3,955,045	9,879,958	250%
2039	3,685,372	10,410,249	282%
2040	3,413,440	10,845,312	318%
2041	3,140,204	11,161,696	355%
2042	2,869,748	11,350,575	396%
2043	2,607,569	11,430,948	438%
2044	2,354,991	11,399,095	484%
2045	2,113,895	11,268,907	533%
2046	1,884,404	11,031,953	585%
2047	1,665,444	10,682,416	641%
2048	1,466,820	10,222,990	697%
2049	1,283,900	9,702,799	756%
2050	1,112,293	9,132,644	821%
2051	961,162	8,522,962	887%
2052	825,817	7,885,289	955%
2053	705,417	7,222,915	1024%
2054	599,165	6,563,351	1095%
2055	506,133	5,923,929	1170%
2056	425,332	5,304,217	1247%
2057+	2,005,770	37,875,402	1888%

* Historical 2018 Experience - 1/1/2018 through 6/30/2018
** Projected 2018 Experience - 7/1/2018 through 12/31/2018

Loss Ratio Summaries

Accumulated Value of Historical to 6/30/2018	50,824,304	1,744,774	3%	50,824,304	1,744,774	3%
Present Value of Future to 6/30/2018	84,808,954	131,364,862	155%	103,384,123	117,990,430	114%
Total Values (Discounted at 4.0%)	135,633,257	133,109,635	98%	154,208,427	119,735,204	78%

Minimum Lifetime Loss Ratio60%

Appendix F
The Prudential Insurance Company of America
Historical and Projected Experience
Pennsylvania Experience
Pennsylvania Premium Rate Basis
ILTC3R

Historical

Calendar Year	Earned Premium	Paid Claims	Claim Reserve	Incurred Claims	Incurred Ratio
2011	98,815	0	0	0	0%
2012	565,564	0	0	0	0%
2013	613,651	0	0	0	0%
2014	601,519	0	0	0	0%
2015	595,138	0	0	0	0%
2016	635,677	0	0	0	0%
2017	657,818	14,183	117,293	131,475	20%
2018*	318,685	0	0	0	0%

Projection without Rate Increase

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2018**	319,509	48,823	15%
2019	628,470	111,956	18%
2020	613,551	133,151	22%
2021	599,657	156,483	26%
2022	585,664	180,465	31%
2023	571,032	207,797	36%
2024	555,633	237,775	43%
2025	539,567	268,592	50%
2026	523,253	305,295	58%
2027	506,871	349,807	69%
2028	489,942	398,516	81%
2029	472,373	453,092	96%
2030	454,155	512,434	113%
2031	435,301	575,419	132%
2032	415,866	640,583	154%
2033	395,946	708,309	179%
2034	375,522	779,917	208%
2035	354,651	852,226	240%
2036	333,000	920,557	276%
2037	311,110	985,315	317%
2038	289,401	1,045,733	361%
2039	267,625	1,096,665	410%
2040	245,841	1,135,507	462%
2041	224,225	1,161,680	518%
2042	203,035	1,175,270	579%
2043	182,637	1,174,527	643%
2044	163,203	1,161,020	711%
2045	144,860	1,135,180	784%
2046	127,692	1,097,927	860%
2047	111,770	1,051,660	941%
2048	97,142	995,584	1025%
2049	83,839	935,375	1116%
2050	71,850	868,520	1209%
2051	61,127	796,780	1303%
2052	51,622	724,153	1403%
2053	43,268	650,061	1502%
2054	35,997	578,223	1606%
2055	29,735	509,508	1714%
2056	24,386	440,798	1808%
2057+	95,789	2,410,118	2516%

Projection with Rate Increase

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2018**	319,509	48,823	15%
2019	643,471	111,388	17%
2020	728,698	126,513	17%
2021	725,813	147,218	20%
2022	709,357	169,516	24%
2023	692,151	194,842	28%
2024	674,035	222,511	33%
2025	655,129	250,759	38%
2026	635,965	284,292	45%
2027	616,776	324,866	53%
2028	596,926	369,111	62%
2029	576,288	418,501	73%
2030	554,842	472,003	85%
2031	532,597	528,454	99%
2032	509,613	586,494	115%
2033	485,993	646,644	133%
2034	461,691	710,034	154%
2035	436,764	773,806	177%
2036	410,756	833,633	203%
2037	384,374	890,000	232%
2038	358,153	942,460	263%
2039	331,751	986,386	297%
2040	305,236	1,019,523	334%
2041	278,825	1,041,352	373%
2042	252,847	1,052,020	416%
2043	227,758	1,050,108	461%
2044	203,777	1,036,821	509%
2045	181,072	1,012,599	559%
2046	159,761	978,400	612%
2047	139,952	936,383	669%
2048	121,714	885,790	728%
2049	105,096	831,496	791%
2050	90,094	771,314	856%
2051	76,660	707,068	922%
2052	64,741	642,253	992%
2053	54,256	576,172	1062%
2054	45,126	512,185	1135%
2055	37,257	451,102	1211%
2056	30,535	390,209	1278%
2057+	119,491	2,123,898	1777%

* Historical 2018 Experience - 1/1/2018 through 6/30/2018
** Projected 2018 Experience - 7/1/2018 through 12/31/2018

Loss Ratio Summaries

Accumulated Value of Historical to 6/30/2018	4,658,900	136,734	3%	4,658,900	136,734	3%
Present Value of Future to 6/30/2018	7,851,696	11,896,335	152%	9,387,010	10,774,126	115%
Total Values	12,510,596	12,033,069	96%	14,045,911	10,910,860	78%
(Discounted at 4.0%)						

Appendix B

The Prudential Insurance Company of America

Historical and Projected Experience

Nationwide Experience - Policies with Auto Inflation and Lifetime Benefits

Pennsylvania Premium Rate Basis

ILTC3R

Historical

Calendar Year	Earned Premium	Paid Claims	Claim Reserve	Incurred Claims	Incurred Ratio
2011	21,857	0	0	0	0%
2012	271,811	0	0	0	0%
2013	347,795	0	0	0	0%
2014	332,561	0	0	0	0%
2015	327,119	0	0	0	0%
2016	365,503	62,303	234,794	297,097	81%
2017	356,186	0	0	0	0%
2018*	177,275	0	0	0	0%

Projection without Rate Increase

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2018**	177,516	14,113	8%
2019	351,868	33,057	9%
2020	346,424	40,109	12%
2021	341,555	48,094	14%
2022	296,795	56,327	19%
2023	267,701	66,090	25%
2024	262,973	77,683	30%
2025	258,004	90,117	35%
2026	252,943	104,191	41%
2027	248,058	122,101	49%
2028	243,021	142,589	59%
2029	237,701	165,815	70%
2030	232,075	192,168	83%
2031	226,123	220,834	98%
2032	219,858	251,961	115%
2033	213,281	286,131	134%
2034	206,351	323,380	157%
2035	199,058	363,747	183%
2036	191,403	404,586	211%
2037	183,393	446,587	244%
2038	175,050	489,000	279%
2039	166,362	529,170	318%
2040	157,322	566,912	360%
2041	147,990	601,030	406%
2042	138,477	631,875	456%
2043	128,974	657,286	510%
2044	119,556	677,948	567%
2045	110,294	693,910	629%
2046	101,275	704,397	696%
2047	92,588	709,411	766%
2048	84,303	705,868	837%
2049	76,425	698,479	914%
2050	68,980	685,444	994%
2051	61,993	666,968	1076%
2052	55,484	643,692	1160%
2053	49,479	612,415	1238%
2054	43,946	577,904	1315%
2055	38,879	540,604	1390%
2056	34,285	503,018	1467%
2057+	213,483	4,833,126	2264%

Projection with Rate Increase

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2018**	177,516	14,113	8%
2019	365,202	32,770	9%
2020	449,197	36,670	8%
2021	454,763	43,236	10%
2022	395,168	50,463	13%
2023	356,430	59,085	17%
2024	350,135	69,343	20%
2025	343,519	80,309	23%
2026	336,780	92,697	28%
2027	330,277	108,467	33%
2028	323,570	126,489	39%
2029	316,487	146,888	46%
2030	308,996	170,010	55%
2031	301,072	195,098	65%
2032	292,730	222,267	76%
2033	283,973	252,052	89%
2034	274,746	284,478	104%
2035	265,036	319,594	121%
2036	254,844	355,035	139%
2037	244,178	391,404	160%
2038	233,070	428,078	184%
2039	221,503	462,732	209%
2040	209,467	495,239	236%
2041	197,041	524,534	266%
2042	184,375	550,949	299%
2043	171,723	572,601	333%
2044	159,183	590,094	371%
2045	146,851	603,505	411%
2046	134,842	612,181	454%
2047	123,276	616,121	500%
2048	112,246	612,660	546%
2049	101,756	605,896	595%
2050	91,843	594,272	647%
2051	82,540	577,973	700%
2052	73,874	557,546	755%
2053	65,879	530,240	805%
2054	58,512	500,181	855%
2055	51,766	467,744	904%
2056	45,648	435,096	953%
2057+	284,242	4,171,760	1468%

* Historical 2018 Experience - 1/1/2018 through 6/30/2018
** Projected 2018 Experience - 7/1/2018 through 12/31/2018

Loss Ratio Summaries

Accumulated Value of Historical to 6/30/2018	2,497,633	321,340	13%	2,497,633	321,340	13%
Present Value of Future to 6/30/2018	4,318,131	6,730,707	156%	5,580,653	5,882,826	105%
Total Values (Discounted at 4.0%)	6,815,765	7,052,046	103%	8,078,286	6,204,166	77%

Minimum Lifetime Loss Ratio60%

Appendix F

The Prudential Insurance Company of America

Historical and Projected Experience

Pennsylvania Experience - Policies with Auto Inflation and Lifetime Benefits

Pennsylvania Premium Rate Basis

ILTC3R

Historical

Calendar Year	Earned Premium	Paid Claims	Claim Reserve	Incurred Claims	Incurred Ratio
2011	0	0	0	0	0%
2012	0	0	0	0	0%
2013	0	0	0	0	0%
2014	0	0	0	0	0%
2015	0	0	0	0	0%
2016	0	0	0	0	0%
2017	0	0	0	0	0%
2018*	0	0	0	0	0%

Projection without Rate Increase

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2018**	0	0	0%
2019	0	0	0%
2020	0	0	0%
2021	0	0	0%
2022	0	0	0%
2023	0	0	0%
2024	0	0	0%
2025	0	0	0%
2026	0	0	0%
2027	0	0	0%
2028	0	0	0%
2029	0	0	0%
2030	0	0	0%
2031	0	0	0%
2032	0	0	0%
2033	0	0	0%
2034	0	0	0%
2035	0	0	0%
2036	0	0	0%
2037	0	0	0%
2038	0	0	0%
2039	0	0	0%
2040	0	0	0%
2041	0	0	0%
2042	0	0	0%
2043	0	0	0%
2044	0	0	0%
2045	0	0	0%
2046	0	0	0%
2047	0	0	0%
2048	0	0	0%
2049	0	0	0%
2050	0	0	0%
2051	0	0	0%
2052	0	0	0%
2053	0	0	0%
2054	0	0	0%
2055	0	0	0%
2056	0	0	0%
2057+	0	0	0%

Projection with Rate Increase

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2018**	0	0	0%
2019	0	0	0%
2020	0	0	0%
2021	0	0	0%
2022	0	0	0%
2023	0	0	0%
2024	0	0	0%
2025	0	0	0%
2026	0	0	0%
2027	0	0	0%
2028	0	0	0%
2029	0	0	0%
2030	0	0	0%
2031	0	0	0%
2032	0	0	0%
2033	0	0	0%
2034	0	0	0%
2035	0	0	0%
2036	0	0	0%
2037	0	0	0%
2038	0	0	0%
2039	0	0	0%
2040	0	0	0%
2041	0	0	0%
2042	0	0	0%
2043	0	0	0%
2044	0	0	0%
2045	0	0	0%
2046	0	0	0%
2047	0	0	0%
2048	0	0	0%
2049	0	0	0%
2050	0	0	0%
2051	0	0	0%
2052	0	0	0%
2053	0	0	0%
2054	0	0	0%
2055	0	0	0%
2056	0	0	0%
2057+	0	0	0%

* Historical 2018 Experience - 1/1/2018 through 6/30/2018
** Projected 2018 Experience - 7/1/2018 through 12/31/2018

Loss Ratio Summaries

Accumulated Value of Historical to 6/30/2018	0	0	0%	0	0	0%
Present Value of Future to 6/30/2018	0	0	0%	0	0	0%
Total Values	0	0	0%	0	0	0%
(Discounted at 4.0%)						

Appendix B

The Prudential Insurance Company of America

Historical and Projected Experience

Nationwide Experience - Policies with No Inflation and Lifetime Benefits

Pennsylvania Premium Rate Basis

ILTC3R

Historical

Calendar Year	Earned Premium	Paid Claims	Claim Reserve	Incurred Claims	Incurred Ratio
2011	23,310	0	0	0	0%
2012	137,748	0	0	0	0%
2013	147,611	0	0	0	0%
2014	145,458	0	0	0	0%
2015	141,199	0	0	0	0%
2016	155,827	0	0	0	0%
2017	163,327	0	0	0	0%
2018*	88,359	0	0	0	0%

Projection without Rate Increase

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2018**	92,734	15,353	17%
2019	181,650	35,286	19%
2020	176,719	41,860	24%
2021	172,310	49,129	29%
2022	167,883	56,684	34%
2023	163,307	65,153	40%
2024	158,559	74,377	47%
2025	153,650	82,938	54%
2026	148,634	92,281	62%
2027	143,500	103,970	72%
2028	138,228	116,357	84%
2029	132,809	129,557	98%
2030	127,236	142,476	112%
2031	121,512	155,122	128%
2032	115,651	167,370	145%
2033	109,672	179,437	164%
2034	103,595	191,503	185%
2035	97,441	202,563	208%
2036	91,236	211,892	232%
2037	85,010	219,050	258%
2038	78,803	225,013	286%
2039	72,626	228,581	315%
2040	66,497	229,937	346%
2041	60,476	229,681	380%
2042	54,638	225,802	413%
2043	49,064	219,831	448%
2044	43,774	211,143	482%
2045	38,798	201,522	519%
2046	34,161	191,289	560%
2047	29,888	178,282	597%
2048	25,988	164,465	633%
2049	22,438	150,442	670%
2050	19,239	136,825	711%
2051	16,383	123,062	751%
2052	13,859	108,449	783%
2053	11,648	94,146	808%
2054	9,714	81,021	834%
2055	8,034	68,923	858%
2056	6,588	57,517	873%
2057+	24,678	245,373	994%

Projection with Rate Increase

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2018**	92,734	15,353	17%
2019	181,650	35,286	19%
2020	176,719	41,860	24%
2021	172,310	49,129	29%
2022	167,883	56,684	34%
2023	163,307	65,153	40%
2024	158,559	74,377	47%
2025	153,650	82,938	54%
2026	148,634	92,281	62%
2027	143,500	103,970	72%
2028	138,228	116,357	84%
2029	132,809	129,557	98%
2030	127,236	142,476	112%
2031	121,512	155,122	128%
2032	115,651	167,370	145%
2033	109,672	179,437	164%
2034	103,595	191,503	185%
2035	97,441	202,563	208%
2036	91,236	211,892	232%
2037	85,010	219,050	258%
2038	78,803	225,013	286%
2039	72,626	228,581	315%
2040	66,497	229,937	346%
2041	60,476	229,681	380%
2042	54,638	225,802	413%
2043	49,064	219,831	448%
2044	43,774	211,143	482%
2045	38,798	201,522	519%
2046	34,161	191,289	560%
2047	29,888	178,282	597%
2048	25,988	164,465	633%
2049	22,438	150,442	670%
2050	19,239	136,825	711%
2051	16,383	123,062	751%
2052	13,859	108,449	783%
2053	11,648	94,146	808%
2054	9,714	81,021	834%
2055	8,034	68,923	858%
2056	6,588	57,517	873%
2057+	24,678	245,373	994%

* Historical 2018 Experience - 1/1/2018 through 6/30/2018
** Projected 2018 Experience - 7/1/2018 through 12/31/2018

Loss Ratio Summaries

Accumulated Value of Historical to 6/30/2018	1,141,189	0	0%	1,141,189	0	0%
Present Value of Future to 6/30/2018	2,214,890	2,598,145	117%	2,214,890	2,598,145	117%
Total Values (Discounted at 4.0%)	3,356,079	2,598,145	77%	3,356,079	2,598,145	77%

Minimum Lifetime Loss Ratio60%

Appendix F

The Prudential Insurance Company of America

Historical and Projected Experience

Pennsylvania Experience - Policies with No Inflation and Lifetime Benefits

Pennsylvania Premium Rate Basis

ILTC3R

Historical

Calendar Year	Earned Premium	Paid Claims	Claim Reserve	Incurred Claims	Incurred Ratio
2011	0	0	0	0	0%
2012	0	0	0	0	0%
2013	0	0	0	0	0%
2014	0	0	0	0	0%
2015	0	0	0	0	0%
2016	0	0	0	0	0%
2017	0	0	0	0	0%
2018*	0	0	0	0	0%

Projection without Rate Increase

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2018**	0	0	0%
2019	0	0	0%
2020	0	0	0%
2021	0	0	0%
2022	0	0	0%
2023	0	0	0%
2024	0	0	0%
2025	0	0	0%
2026	0	0	0%
2027	0	0	0%
2028	0	0	0%
2029	0	0	0%
2030	0	0	0%
2031	0	0	0%
2032	0	0	0%
2033	0	0	0%
2034	0	0	0%
2035	0	0	0%
2036	0	0	0%
2037	0	0	0%
2038	0	0	0%
2039	0	0	0%
2040	0	0	0%
2041	0	0	0%
2042	0	0	0%
2043	0	0	0%
2044	0	0	0%
2045	0	0	0%
2046	0	0	0%
2047	0	0	0%
2048	0	0	0%
2049	0	0	0%
2050	0	0	0%
2051	0	0	0%
2052	0	0	0%
2053	0	0	0%
2054	0	0	0%
2055	0	0	0%
2056	0	0	0%
2057+	0	0	0%

Projection with Rate Increase

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2018**	0	0	0%
2019	0	0	0%
2020	0	0	0%
2021	0	0	0%
2022	0	0	0%
2023	0	0	0%
2024	0	0	0%
2025	0	0	0%
2026	0	0	0%
2027	0	0	0%
2028	0	0	0%
2029	0	0	0%
2030	0	0	0%
2031	0	0	0%
2032	0	0	0%
2033	0	0	0%
2034	0	0	0%
2035	0	0	0%
2036	0	0	0%
2037	0	0	0%
2038	0	0	0%
2039	0	0	0%
2040	0	0	0%
2041	0	0	0%
2042	0	0	0%
2043	0	0	0%
2044	0	0	0%
2045	0	0	0%
2046	0	0	0%
2047	0	0	0%
2048	0	0	0%
2049	0	0	0%
2050	0	0	0%
2051	0	0	0%
2052	0	0	0%
2053	0	0	0%
2054	0	0	0%
2055	0	0	0%
2056	0	0	0%
2057+	0	0	0%

* Historical 2018 Experience - 1/1/2018 through 6/30/2018
** Projected 2018 Experience - 7/1/2018 through 12/31/2018

Loss Ratio Summaries

Accumulated Value of Historical to 6/30/2018	0	0	0%	0	0	0%
Present Value of Future to 6/30/2018	0	0	0%	0	0	0%
Total Values	0	0	0%	0	0	0%
(Discounted at 4.0%)						

Appendix B
The Prudential Insurance Company of America
Historical and Projected Experience
Nationwide Experience - Policies with Auto Inflation and Non-Lifetime Benefits
Pennsylvania Premium Rate Basis
ILTC3R

Historical

Calendar Year	Earned Premium	Paid Claims	Claim Reserve	Incurred Claims	Incurred Ratio
2011	353,367	0	0	0	0%
2012	4,079,321	0	0	0	0%
2013	4,846,964	0	0	0	0%
2014	4,729,750	201,217	0	201,217	4%
2015	4,620,502	230,295	109,735	340,029	7%
2016	4,863,112	54,680	0	54,680	1%
2017	5,043,243	17,618	78,377	95,995	2%
2018*	2,486,268	0	191,327	191,327	8%

Projection without Rate Increase

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2018**	2,460,673	282,588	11%
2019	4,861,682	661,550	14%
2020	4,771,714	799,069	17%
2021	4,669,279	955,292	20%
2022	4,260,444	1,117,994	26%
2023	4,045,119	1,307,161	32%
2024	3,945,667	1,522,998	39%
2025	3,848,608	1,748,133	45%
2026	3,751,820	2,014,218	54%
2027	3,656,573	2,347,320	64%
2028	3,557,712	2,721,004	76%
2029	3,453,598	3,146,053	91%
2030	3,340,851	3,614,771	108%
2031	3,222,768	4,126,172	128%
2032	3,103,094	4,673,722	151%
2033	2,978,925	5,253,920	176%
2034	2,849,079	5,874,351	206%
2035	2,710,846	6,512,695	240%
2036	2,567,303	7,134,860	278%
2037	2,422,947	7,739,159	319%
2038	2,276,156	8,333,397	366%
2039	2,126,980	8,874,202	417%
2040	1,975,326	9,335,929	473%
2041	1,821,601	9,691,675	532%
2042	1,668,378	9,935,039	595%
2043	1,518,975	10,079,315	664%
2044	1,374,151	10,119,398	736%
2045	1,235,163	10,069,263	815%
2046	1,101,987	9,913,334	900%
2047	973,686	9,645,110	991%
2048	857,540	9,268,243	1081%
2049	750,188	8,826,769	1177%
2050	648,446	8,336,350	1286%
2051	559,308	7,800,286	1395%
2052	479,360	7,230,861	1508%
2053	408,112	6,636,212	1626%
2054	345,212	6,038,855	1749%
2055	290,170	5,458,237	1881%
2056	242,420	4,890,885	2018%
2057+	1,089,172	34,468,380	3165%

Projection with Rate Increase

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2018**	2,460,673	282,588	11%
2019	5,045,927	655,218	13%
2020	6,187,322	724,692	12%
2021	6,216,911	850,817	14%
2022	5,672,568	992,790	18%
2023	5,385,873	1,158,529	22%
2024	5,253,459	1,347,865	26%
2025	5,124,230	1,544,934	30%
2026	4,995,361	1,777,648	36%
2027	4,868,545	2,068,865	42%
2028	4,736,915	2,395,217	51%
2029	4,598,294	2,765,984	60%
2030	4,448,176	3,174,466	71%
2031	4,290,954	3,619,572	84%
2032	4,131,614	4,095,463	99%
2033	3,966,289	4,599,146	116%
2034	3,793,407	5,137,190	135%
2035	3,609,356	5,690,208	158%
2036	3,418,236	6,228,301	182%
2037	3,226,032	6,750,035	209%
2038	3,030,588	7,262,390	240%
2039	2,831,967	7,727,710	273%
2040	2,630,048	8,124,029	309%
2041	2,425,371	8,427,862	347%
2042	2,221,362	8,633,816	389%
2043	2,022,439	8,753,669	433%
2044	1,829,613	8,783,150	480%
2045	1,644,558	8,734,864	531%
2046	1,467,241	8,595,177	586%
2047	1,296,414	8,358,532	645%
2048	1,141,772	8,028,227	703%
2049	998,838	7,642,450	765%
2050	863,374	7,214,944	836%
2051	744,690	6,748,421	906%
2052	638,244	6,253,468	980%
2053	543,381	5,737,125	1056%
2054	459,632	5,218,850	1135%
2055	386,347	4,715,534	1221%
2056	322,771	4,224,061	1309%
2057+	1,450,177	29,718,164	2049%

* Historical 2018 Experience - 1/1/2018 through 6/30/2018
** Projected 2018 Experience - 7/1/2018 through 12/31/2018

Loss Ratio Summaries

Accumulated Value of Historical to 6/30/2018	35,269,977	970,071	3%	35,269,977	970,071	3%
Present Value of Future to 6/30/2018	59,272,905	98,271,502	166%	76,585,553	85,744,951	112%
Total Values (Discounted at 4.0%)	94,542,882	99,241,573	105%	111,855,530	86,715,022	78%

Minimum Lifetime Loss Ratio 60%

Appendix F

The Prudential Insurance Company of America

Historical and Projected Experience

Pennsylvania Experience - Policies with Auto Inflation and Non-Lifetime Benefits

Pennsylvania Premium Rate Basis

ILTC3R

Historical

Calendar Year	Earned Premium	Paid Claims	Claim Reserve	Incurred Claims	Incurred Ratio
2011	70,724	0	0	0	0%
2012	370,258	0	0	0	0%
2013	393,306	0	0	0	0%
2014	379,257	0	0	0	0%
2015	372,695	0	0	0	0%
2016	394,413	0	0	0	0%
2017	411,565	0	0	0	0%
2018*	201,580	0	0	0	0%

Projection without Rate Increase

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2018**	200,512	25,909	13%
2019	395,838	59,738	15%
2020	388,133	71,409	18%
2021	380,617	84,467	22%
2022	373,189	98,136	26%
2023	365,421	114,292	31%
2024	357,224	132,723	37%
2025	348,656	153,087	44%
2026	340,057	178,089	52%
2027	331,589	209,073	63%
2028	322,776	244,049	76%
2029	313,516	284,515	91%
2030	303,777	329,930	109%
2031	293,546	380,432	130%
2032	282,841	435,085	154%
2033	271,678	492,805	181%
2034	259,978	555,057	214%
2035	247,740	619,385	250%
2036	234,595	682,859	291%
2037	221,041	744,901	337%
2038	207,429	803,051	387%
2039	193,472	853,499	441%
2040	179,197	893,823	499%
2041	164,731	923,487	561%
2042	150,285	942,131	627%
2043	136,132	947,396	696%
2044	122,413	942,209	770%
2045	109,251	926,799	848%
2046	96,754	900,849	931%
2047	85,028	866,207	1019%
2048	74,136	822,669	1110%
2049	64,134	776,265	1210%
2050	55,043	724,639	1316%
2051	46,862	667,238	1424%
2052	39,579	607,775	1536%
2053	33,152	547,127	1650%
2054	27,540	487,969	1772%
2055	22,694	430,760	1898%
2056	18,552	372,431	2008%
2057+	71,509	2,084,976	2916%

Projection with Rate Increase

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2018**	200,512	25,909	13%
2019	410,839	59,171	14%
2020	503,280	64,771	13%
2021	506,772	75,202	15%
2022	496,882	87,187	18%
2023	486,540	101,337	21%
2024	475,626	117,460	25%
2025	464,219	135,253	29%
2026	452,769	157,087	35%
2027	441,494	184,133	42%
2028	429,760	214,645	50%
2029	417,431	249,925	60%
2030	404,464	289,499	72%
2031	390,841	333,467	85%
2032	376,588	380,996	101%
2033	361,726	431,140	119%
2034	346,147	485,175	140%
2035	329,853	540,965	164%
2036	312,352	595,935	191%
2037	294,305	649,586	221%
2038	276,181	699,777	253%
2039	257,598	743,221	289%
2040	238,592	777,840	326%
2041	219,331	803,158	366%
2042	200,096	818,881	409%
2043	181,253	822,977	454%
2044	162,986	818,011	502%
2045	145,463	804,218	553%
2046	128,823	781,322	607%
2047	113,211	750,930	663%
2048	98,708	712,876	722%
2049	85,391	672,385	787%
2050	73,287	627,433	856%
2051	62,394	577,527	926%
2052	52,697	525,875	998%
2053	44,140	473,238	1072%
2054	36,668	421,930	1151%
2055	30,216	372,354	1232%
2056	24,700	321,842	1303%
2057+	95,211	1,798,755	1889%

* Historical 2018 Experience - 1/1/2018 through 6/30/2018
** Projected 2018 Experience - 7/1/2018 through 12/31/2018

Loss Ratio Summaries

Accumulated Value of Historical to 6/30/2018	2,961,179	0	0%	2,961,179	0	0%
Present Value of Future to 6/30/2018	5,205,425	8,818,929	169%	6,740,740	7,696,720	114%
Total Values	8,166,605	8,818,929	108%	9,701,919	7,696,720	79%
(Discounted at 4.0%)						

Appendix B

The Prudential Insurance Company of America

Historical and Projected Experience

Nationwide Experience - Policies with No Inflation and Non-Lifetime Benefits

Pennsylvania Premium Rate Basis

ILTC3R

Historical

Calendar Year	Earned Premium	Paid Claims	Claim Reserve	Incurred Claims	Incurred Ratio
2011	124,265	0	0	0	0%
2012	1,329,268	27,414	0	27,414	2%
2013	1,585,735	0	0	0	0%
2014	1,579,756	40,659	0	40,659	3%
2015	1,596,803	68,843	136,639	205,482	13%
2016	1,695,602	0	0	0	0%
2017	1,735,676	14,183	117,293	131,475	8%
2018*	849,033	3,205	0	3,205	0%

Projection without Rate Increase

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2018**	858,756	161,466	19%
2019	1,681,220	368,363	22%
2020	1,629,369	431,893	27%
2021	1,580,038	501,308	32%
2022	1,495,640	570,802	38%
2023	1,433,857	646,913	45%
2024	1,384,657	727,301	53%
2025	1,333,780	803,595	60%
2026	1,281,919	889,664	69%
2027	1,229,156	989,821	81%
2028	1,175,413	1,092,166	93%
2029	1,120,643	1,198,643	107%
2030	1,064,975	1,307,279	123%
2031	1,008,516	1,414,402	140%
2032	951,459	1,516,690	159%
2033	894,127	1,614,294	181%
2034	836,784	1,709,232	204%
2035	779,694	1,796,870	230%
2036	723,096	1,866,668	258%
2037	667,252	1,920,400	288%
2038	612,584	1,964,476	321%
2039	559,275	1,991,226	356%
2040	507,428	1,996,108	393%
2041	457,316	1,979,618	433%
2042	409,374	1,940,007	474%
2043	364,342	1,884,847	517%
2044	322,422	1,814,709	563%
2045	283,688	1,729,016	609%
2046	248,160	1,633,306	658%
2047	215,866	1,529,480	709%
2048	186,815	1,417,638	759%
2049	160,868	1,304,011	811%
2050	137,837	1,186,603	861%
2051	117,549	1,073,506	913%
2052	99,840	965,826	967%
2053	84,509	861,404	1019%
2054	71,307	763,299	1070%
2055	59,986	671,729	1120%
2056	50,326	587,543	1167%
2057+	246,672	3,740,106	1516%

Projection with Rate Increase

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2018**	858,756	161,466	19%
2019	1,681,220	368,363	22%
2020	1,629,369	431,893	27%
2021	1,580,038	501,308	32%
2022	1,495,640	570,802	38%
2023	1,433,857	646,913	45%
2024	1,384,657	727,301	53%
2025	1,333,780	803,595	60%
2026	1,281,919	889,664	69%
2027	1,229,156	989,821	81%
2028	1,175,413	1,092,166	93%
2029	1,120,643	1,198,643	107%
2030	1,064,975	1,307,279	123%
2031	1,008,516	1,414,402	140%
2032	951,459	1,516,690	159%
2033	894,127	1,614,294	181%
2034	836,784	1,709,232	204%
2035	779,694	1,796,870	230%
2036	723,096	1,866,668	258%
2037	667,252	1,920,400	288%
2038	612,584	1,964,476	321%
2039	559,275	1,991,226	356%
2040	507,428	1,996,108	393%
2041	457,316	1,979,618	433%
2042	409,374	1,940,007	474%
2043	364,342	1,884,847	517%
2044	322,422	1,814,709	563%
2045	283,688	1,729,016	609%
2046	248,160	1,633,306	658%
2047	215,866	1,529,480	709%
2048	186,815	1,417,638	759%
2049	160,868	1,304,011	811%
2050	137,837	1,186,603	861%
2051	117,549	1,073,506	913%
2052	99,840	965,826	967%
2053	84,509	861,404	1019%
2054	71,307	763,299	1070%
2055	59,986	671,729	1120%
2056	50,326	587,543	1167%
2057+	246,672	3,740,106	1516%

* Historical 2018 Experience - 1/1/2018 through 6/30/2018
** Projected 2018 Experience - 7/1/2018 through 12/31/2018

Loss Ratio Summaries

Accumulated Value of Historical to 6/30/2018	11,915,504	453,363	4%	11,915,504	453,363	4%
Present Value of Future to 6/30/2018	19,003,027	23,764,508	125%	19,003,027	23,764,508	125%
Total Values (Discounted at 4.0%)	30,918,532	24,217,871	78%	30,918,532	24,217,871	78%

Minimum Lifetime Loss Ratio60%

Appendix F
The Prudential Insurance Company of America
Historical and Projected Experience
Pennsylvania Experience - Policies with No Inflation and Non-Lifetime Benefits
Pennsylvania Premium Rate Basis
ILTC3R

Historical

Calendar Year	Earned Premium	Paid Claims	Claim Reserve	Incurred Claims	Incurred Ratio
2011	28,092	0	0	0	0%
2012	195,305	0	0	0	0%
2013	220,345	0	0	0	0%
2014	222,262	0	0	0	0%
2015	222,443	0	0	0	0%
2016	241,265	0	0	0	0%
2017	246,253	14,183	117,293	131,475	53%
2018*	117,105	0	0	0	0%

Projection without Rate Increase

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2018**	118,997	22,914	19%
2019	232,631	52,218	22%
2020	225,418	61,742	27%
2021	219,041	72,016	33%
2022	212,475	82,328	39%
2023	205,612	93,505	45%
2024	198,409	105,051	53%
2025	190,911	115,506	61%
2026	183,196	127,205	69%
2027	175,282	140,733	80%
2028	167,166	154,466	92%
2029	158,856	168,577	106%
2030	150,377	182,504	121%
2031	141,755	194,987	138%
2032	133,025	205,498	154%
2033	124,267	215,504	173%
2034	115,544	224,860	195%
2035	106,911	232,841	218%
2036	98,404	237,698	242%
2037	90,069	240,414	267%
2038	81,972	242,682	296%
2039	74,153	243,165	328%
2040	66,644	241,684	363%
2041	59,494	238,194	400%
2042	52,751	233,139	442%
2043	46,505	227,131	488%
2044	40,790	218,810	536%
2045	35,609	208,380	585%
2046	30,939	197,078	637%
2047	26,742	185,453	694%
2048	23,006	172,914	752%
2049	19,706	159,110	807%
2050	16,807	143,881	856%
2051	14,266	129,541	908%
2052	12,043	116,378	966%
2053	10,116	102,934	1018%
2054	8,458	90,255	1067%
2055	7,040	78,748	1119%
2056	5,835	68,368	1172%
2057+	24,280	325,142	1339%

Projection with Rate Increase

Calendar Year	Earned Premium	Incurred Claims	Incurred Ratio
2018**	118,997	22,914	19%
2019	232,631	52,218	22%
2020	225,418	61,742	27%
2021	219,041	72,016	33%
2022	212,475	82,328	39%
2023	205,612	93,505	45%
2024	198,409	105,051	53%
2025	190,911	115,506	61%
2026	183,196	127,205	69%
2027	175,282	140,733	80%
2028	167,166	154,466	92%
2029	158,856	168,577	106%
2030	150,377	182,504	121%
2031	141,755	194,987	138%
2032	133,025	205,498	154%
2033	124,267	215,504	173%
2034	115,544	224,860	195%
2035	106,911	232,841	218%
2036	98,404	237,698	242%
2037	90,069	240,414	267%
2038	81,972	242,682	296%
2039	74,153	243,165	328%
2040	66,644	241,684	363%
2041	59,494	238,194	400%
2042	52,751	233,139	442%
2043	46,505	227,131	488%
2044	40,790	218,810	536%
2045	35,609	208,380	585%
2046	30,939	197,078	637%
2047	26,742	185,453	694%
2048	23,006	172,914	752%
2049	19,706	159,110	807%
2050	16,807	143,881	856%
2051	14,266	129,541	908%
2052	12,043	116,378	966%
2053	10,116	102,934	1018%
2054	8,458	90,255	1067%
2055	7,040	78,748	1119%
2056	5,835	68,368	1172%
2057+	24,280	325,142	1339%

* Historical 2018 Experience - 1/1/2018 through 6/30/2018

** Projected 2018 Experience - 7/1/2018 through 12/31/2018

Loss Ratio Summaries

Accumulated Value of Historical to 6/30/2018

Present Value of Future to 6/30/2018

Total Values

(Discounted at 4.0%)

1,697,721 136,734 8%
2,646,270 3,077,405 116%
4,343,991 3,214,140 74%

1,697,721 136,734 8%
2,646,270 3,077,405 116%
4,343,991 3,214,140 74%

Appendix E
The Prudential Insurance Company of America
Distribution of Inforce Business as of June 30, 2018
ILTC3R

	Count	% of Count	Premium	% of Premium
Issue Year				
2011	760	32.0%	2,157,262	31.5%
2012	1,615	68.0%	4,685,786	68.4%
2013	1	0.0%	3,822	0.1%
Total	2,376	100.0%	6,846,869	100.0%

Issue Age				
Under 30	8	0.3%	13,368	0.2%
30-34	19	0.8%	22,534	0.3%
35-39	35	1.5%	39,506	0.6%
40-44	88	3.7%	171,936	2.5%
45-49	176	7.4%	392,442	5.7%
50-54	373	15.7%	885,800	12.9%
55-59	565	23.8%	1,508,275	22.0%
60-64	697	29.3%	2,163,063	31.6%
65-69	328	13.8%	1,205,357	17.6%
70-74	73	3.1%	347,452	5.1%
75-79	14	0.6%	97,136	1.4%
Total	2,376	100.0%	6,846,869	100.0%

Average Issue Age 57.7

Appendix E
The Prudential Insurance Company of America
Distribution of Inforce Business as of June 30, 2018
ILTC3R

	Count	% of Count	Premium	% of Premium
Attained Age				
30-34	4	0.2%	7,153	0.1%
35-39	16	0.7%	24,029	0.4%
40-44	31	1.3%	30,939	0.5%
45-49	79	3.3%	142,870	2.1%
50-54	123	5.2%	287,317	4.2%
55-59	336	14.1%	768,819	11.2%
60-64	501	21.1%	1,331,712	19.4%
65-69	682	28.7%	1,986,080	29.0%
70-74	443	18.6%	1,520,922	22.2%
75-79	138	5.8%	605,601	8.8%
80+	23	1.0%	141,428	2.1%
Total	2,376	100.0%	6,846,869	100.0%

Average Attained Age 64.2

Gender				
Male	1,015	42.7%	2,980,939	43.5%
Female	1,361	57.3%	3,865,931	56.5%
Total	2,376	100.0%	6,846,869	100.0%

Inflation Option				
No Inflation	201	8.5%	464,832	6.8%
GPO	502	21.1%	1,348,366	19.7%
5% Simple Lifetime	250	10.5%	825,351	12.1%
5% Compound up to Double	27	1.1%	92,460	1.4%
2% Compound Lifetime	70	2.9%	169,920	2.5%
3% Compound Lifetime	1,005	42.3%	2,770,305	40.5%
4% Compound Lifetime	151	6.4%	477,610	7.0%
5% Compound Lifetime	170	7.2%	698,024	10.2%
Total	2,376	100.0%	6,846,869	100.0%

Elimination Period				
30 Day	38	1.6%	133,701	2.0%
60 Day	70	2.9%	182,192	2.7%
90 Day	2,176	91.6%	6,244,325	91.2%
120 Day	39	1.6%	119,127	1.7%
180 Day	46	1.9%	146,475	2.1%
365 Day	7	0.3%	21,050	0.3%
Total	2,376	100.0%	6,846,869	100.0%

Benefit Period				
2 Years	109	4.6%	174,344	2.5%
3 Years	741	31.2%	1,710,452	25.0%
5 Years	949	39.9%	2,904,541	42.4%
7 Years	465	19.6%	1,541,201	22.5%
Lifetime	112	4.7%	516,331	7.5%
Total	2,376	100.0%	6,846,869	100.0%

Appendix E
The Prudential Insurance Company of America
Distribution of Inforce Business as of June 30, 2018
ILTC3R

	Count	% of Count	Premium	% of Premium
Premium Period				
Lifetime	2,278	95.9%	6,210,448	90.7%
10 Pay	78	3.3%	580,660	8.5%
Paid Up at 65	14	0.6%	40,887	0.6%
Premium Reduction at 65	6	0.3%	14,873	0.2%
Total	2,376	100.0%	6,846,869	100.0%
Marital Status				
Married, both lives insured	1,352	56.9%	3,497,054	51.1%
Married, one life insured	623	26.2%	1,983,859	29.0%
Single	401	16.9%	1,365,957	20.0%
Total	2,376	100.0%	6,846,869	100.0%
Benefit Measure				
Daily	1,069	45.0%	2,915,638	42.6%
Monthly	1,307	55.0%	3,931,231	57.4%
Total	2,376	100.0%	6,846,869	100.0%
Reimbursement Option				
Reimbursement	2,376	100.0%	6,846,869	100.0%
Total	2,376	100.0%	6,846,869	100.0%

Appendix E
The Prudential Insurance Company of America
Distribution of Inforce Business as of June 30, 2018
ILTC3R

	Count	% of Count	Premium	% of Premium
Issue State				
AK	12	0.5%	34,327	0.5%
AL	32	1.3%	55,401	0.8%
AR	17	0.7%	41,615	0.6%
AZ	40	1.7%	103,373	1.5%
CO	20	0.8%	52,195	0.8%
CT	16	0.7%	63,588	0.9%
DC	10	0.4%	46,924	0.7%
DE	15	0.6%	45,090	0.7%
GA	78	3.3%	231,745	3.4%
IA	76	3.2%	157,376	2.3%
ID	1	0.0%	2,000	0.0%
IL	255	10.7%	698,893	10.2%
KY	51	2.1%	139,206	2.0%
LA	37	1.6%	98,999	1.4%
MA	46	1.9%	129,401	1.9%
MD	46	1.9%	125,879	1.8%
ME	9	0.4%	28,669	0.4%
MI	64	2.7%	175,030	2.6%
MN	74	3.1%	272,723	4.0%
MS	43	1.8%	113,657	1.7%
MT	13	0.5%	32,058	0.5%
ND	30	1.3%	65,789	1.0%
NE	46	1.9%	88,223	1.3%
NH	14	0.6%	42,189	0.6%
NJ	299	12.6%	899,434	13.1%
NM	17	0.7%	44,921	0.7%
NY	286	12.0%	1,119,785	16.4%
OH	38	1.6%	104,124	1.5%
OK	25	1.1%	75,010	1.1%
OR	71	3.0%	171,239	2.5%
PA	228	9.6%	641,447	9.4%
RI	10	0.4%	25,818	0.4%
SC	18	0.8%	42,474	0.6%
SD	15	0.6%	48,953	0.7%
TN	69	2.9%	197,436	2.9%
TX	137	5.8%	324,238	4.7%
UT	32	1.3%	77,418	1.1%
VT	3	0.1%	6,754	0.1%
WI	55	2.3%	132,025	1.9%
WV	14	0.6%	37,221	0.5%
WY	14	0.6%	54,226	0.8%
Total	2,376	100.0%	6,846,869	100.0%

Appendix E
The Prudential Insurance Company of America
Pennsylvania Distribution of Inforce Business as of June 30, 2018
ILTC3R

	Count	% of Count	Premium	% of Premium
Issue Year				
2011	115	50.4%	337,674	52.6%
2012	113	49.6%	303,773	47.4%
2013	0	0.0%	0	0.0%
Total	228	100.0%	641,447	100.0%

Issue Age				
Under 30	0	0.0%	0	0.0%
30-34	1	0.4%	733	0.1%
35-39	1	0.4%	1,133	0.2%
40-44	6	2.6%	9,339	1.5%
45-49	10	4.4%	25,024	3.9%
50-54	34	14.9%	63,587	9.9%
55-59	57	25.0%	138,208	21.5%
60-64	75	32.9%	217,316	33.9%
65-69	36	15.8%	142,874	22.3%
70-74	6	2.6%	31,086	4.8%
75-79	2	0.9%	12,147	1.9%
Total	228	100.0%	641,447	100.0%

Average Issue Age
59.0

Appendix E
The Prudential Insurance Company of America
Pennsylvania Distribution of Inforce Business as of June 30, 2018
ILTC3R

	Count	% of Count	Premium	% of Premium
Attained Age				
30-34	0	0.0%	0	0.0%
35-39	0	0.0%	0	0.0%
40-44	1	0.4%	733	0.1%
45-49	5	2.2%	7,502	1.2%
50-54	6	2.6%	11,592	1.8%
55-59	32	14.0%	63,352	9.9%
60-64	42	18.4%	97,040	15.1%
65-69	79	34.6%	216,120	33.7%
70-74	47	20.6%	159,516	24.9%
75-79	12	5.3%	62,050	9.7%
80+	4	1.8%	23,542	3.7%
Total	228	100.0%	641,447	100.0%

Average Attained Age 65.6

Gender				
Male	95	41.7%	258,472	40.3%
Female	133	58.3%	382,975	59.7%
Total	228	100.0%	641,447	100.0%

Inflation Option				
No Inflation	6	2.6%	24,298	3.8%
GPO	74	32.5%	215,082	33.5%
5% Simple Lifetime	18	7.9%	49,205	7.7%
5% Compound up to Double	0	0.0%	0	0.0%
2% Compound Lifetime	0	0.0%	0	0.0%
3% Compound Lifetime	111	48.7%	285,805	44.6%
4% Compound Lifetime	5	2.2%	20,080	3.1%
5% Compound Lifetime	14	6.1%	46,978	7.3%
Total	228	100.0%	641,447	100.0%

Elimination Period				
30 Day	1	0.4%	3,722	0.6%
60 Day	2	0.9%	9,640	1.5%
90 Day	218	95.6%	596,038	92.9%
120 Day	7	3.1%	32,048	5.0%
180 Day	0	0.0%	0	0.0%
365 Day	0	0.0%	0	0.0%
Total	228	100.0%	641,447	100.0%

Benefit Period				
2 Years	6	2.6%	7,288	1.1%
3 Years	102	44.7%	260,361	40.6%
5 Years	76	33.3%	241,896	37.7%
7 Years	44	19.3%	131,904	20.6%
Lifetime	0	0.0%	0	0.0%
Total	228	100.0%	641,447	100.0%

Appendix E
The Prudential Insurance Company of America
Pennsylvania Distribution of Inforce Business as of June 30, 2018
ILTC3R

	Count	% of Count	Premium	% of Premium
Premium Period				
Lifetime	227	99.6%	639,520	99.7%
10 Pay	0	0.0%	0	0.0%
Paid Up at 65	0	0.0%	0	0.0%
Premium Reduction at 65	1	0.4%	1,927	0.3%
Total	228	100.0%	641,447	100.0%

Marital Status				
Married, both lives insured	137	60.1%	329,216	51.3%
Married, one life insured	60	26.3%	205,299	32.0%
Single	31	13.6%	106,932	16.7%
Total	228	100.0%	641,447	100.0%

Benefit Measure				
Daily	101	44.3%	277,915	43.3%
Monthly	127	55.7%	363,533	56.7%
Total	228	100.0%	641,447	100.0%

Reimbursement Option				
Reimbursement	228	100.0%	641,447	100.0%
Total	228	100.0%	641,447	100.0%

Appendix C

The Prudential Insurance Company of America

Description of Experience Analysis and Assumption Setting

Mortality Study

The total mortality rate assumptions are can be broken into in three distinct parts: (1) a base rate industry mortality table, (2) selection factors created to adjust the table based on Prudential experience, and (3) a mortality improvement factor. The best estimate assumption is applied at the policy level. The industry table rates are attained age and male/female based. The Prudential experience based selection factors vary by issue age, gender and duration of the policy. The improvement assumption varies by calendar year. The selection factor assumptions are developed separately for individual and group products, but base rate table and improvement factors are the same for both products.

The 2Q 2018 best estimate mortality assumption was developed using the most recent 5 years of data and a 95% confidence interval test based on the 2017 Best Estimate assumptions as the expected. The assumption was changed if it falls outside the 95% CI. The test was performed at the product and gender level. The selection factors grade to 105% at duration 30 and later consistent with 2Q 17 best estimate assumptions.

Mortality improvement is a factor that is applied to the mortality rate that has been adjusted by selection factors. It is intended to reflect the notion that the probability of death for a given age will decrease over time, as the population as a whole is living longer, indicating an improvement in mortality. The rate will level out after 20 years into the projection.

The future expected mortality assumptions were developed based on this historical actual experience and judgment. Based on our analysis, the 2012 IAM Basic Table on an ALB basis matched actual experience the closest, with some adjustments, i.e. ultimate selection factors.

Voluntary Lapse Study

A voluntary lapse study was also conducted on the Company's actual experience using data through September 30, 2017. Voluntary lapse rates were calculated based on actual lapses using experience in years 7/1/2014 – 6/30/2017 with lapses reported through 9/30/2017. Voluntary lapses are studied using actual terminations. The impact of shock lapses that occur due to rate increases were removed from the voluntary lapse study to ensure that the lapse experience was not overstated. The future expected voluntary lapse assumptions were developed based on the historical actual experience and judgment. The expected lapse rates vary by policy duration, attained age and select business segments.

Morbidity Study

The morbidity experience on disabled lives (i.e., in claim status) is of critical importance, as it also plays a crucial role in shaping our base morbidity experience on active lives as well as informing our judgment on morbidity improvement. Morbidity is comprised of several assumptions, including utilization, fitting factors, claim cost guidelines, and cost of care inflation.

For 2Q 2018, a deep dive on our disabled life assumptions was performed. For the disabled lives analysis, more granularity has been included for site of care where it now matches the granularity of the active life reserves. Additionally, the analysis has led to the conclusion that there are significant differences in utilization by claim duration. We refined the claim continuance assumptions by claim duration and updated the termination rates by site of care and key benefit plans. We performed an iterative analysis of a claim retrospective test by the different drivers of morbidity and along different slices of the business (active, inactive pending, IBNR/CBER) along with the experience-based study of terminations. In the end we created a curve using actuarial judgment that fit well to our experience and produced a better fit to our retrospective tests.

The morbidity study used for active lives modeling was conducted on the Company's nationwide actual experience on incurred claims through Dec 31, 2017 with claims run out through Dec 31, 2017. The approach used to develop best estimate morbidity assumptions was to start with a set of baseline expected claims and review the experience along several key demographic and benefit characteristics. The primary focus to develop fitting factors was to match historical incurred claims to expected incurred claims.

Actual claim incidence is determined by counting each claim. A claim is considered to have begun as of the date the policyholder was determined to be benefit eligible. Paid claims are discounted back to the claim incurred date. The claim reserves are discounted from valuation date to the claim incurred date. Both paid claims and claim reserves have a 7.5% load applied to reflect waiver of premium. The claim reserves do not include an LAE load or an explicit margin. Actual incurred claims are calculated by adding together the present value of paid claims and claim reserves (including IBNR). In the development of the fitting factors, waiver of premium was excluded from both the actual claims and expected claims.

The baseline expected incurred claims were developed from Milliman's 2014 LTC Guidelines (*Guidelines*). Given the large size of the data supporting the *Guidelines*, it was viewed as a credible starting point for the analysis. Also, a composite factor was developed for the business based on the distribution by state and the area adjustment factors from the *Guidelines*. The best estimate assumptions do not include an assumption for morbidity improvement.

The process of developing fitting factors, starting with the baseline expected, generally followed the following steps:

- Review experience by issue year and product to determine if the baseline selection factors used are appropriate
- Review experience by issue age, gender, marital status and / or underwriting type
- Review experience by key benefit and demographic characteristics

It should be noted that many of the factors are related to each other. The fitting factors are Prudential adjustments to the 2014 Milliman Cost of Care Guidelines. The guidelines are a set of claim costs based on Milliman's slice of industry wide LTC insurance claims of \$25 Billion. The guidelines include base assumptions, but they are customized to a given company based on characteristics such as underwriting and product design.

The Prudential Insurance Company of America Appendix C - Exhiibit 1 Mortality Study Experience by Policy Duration ILTC				
Duration	Actual Exposures	Actual Morality	Current Best Estimate	Actual/Best Estimate
1-5	120,596	242	338	72%
6-10	150,139	851	978	87%
11-15	138,526	1,981	1,979	100%
16-19	12,171	314	293	107%
Total	421,431	3,388	3,588	94%
<u>Notes:</u> 1) Prudential’s experience study was performed using mortality data from 7/1/2012 – 6/30/2017, with deaths reported through 9/30/2017. 2) Best Estimate Mortality Rate uses 2012 IAM Basic Mortality Table, with mortality selection factors, and 1% improvement per year through 2038				

The Prudential Insurance Company of America
Appendix C - Exhibit 2
Lapse Study
Experience by Policy Duration
ILTC

Duration	Actual Exposures	Number of Lapses	Number of Best Estimate Lapses	Actual Lapse Rate	Best Estimate Lapse Rate	Actual/Best Estimate
1	0	0	0			
2	8	1	0	11.9%	3.6%	333.0%
3	4,865	190	130	3.9%	2.7%	145.8%
4	14,482	312	300	2.2%	2.1%	103.8%
5	20,343	436	374	2.1%	1.8%	116.6%
6	19,538	318	352	1.6%	1.8%	90.4%
7	14,356	174	186	1.2%	1.3%	93.8%
8	12,524	184	163	1.5%	1.3%	112.6%
9	11,997	154	147	1.3%	1.2%	104.9%
10	11,029	98	116	0.9%	1.1%	84.2%
11	10,495	113	114	1.1%	1.1%	99.3%
12	12,670	143	140	1.1%	1.1%	102.3%
13	15,503	168	171	1.1%	1.1%	98.2%
14	14,304	114	140	0.8%	1.0%	81.6%
15	10,219	94	90	0.9%	0.9%	104.3%
16	5,293	41	48	0.8%	0.9%	86.2%
17	2,013	17	18	0.8%	0.9%	93.1%
18	530	3	5	0.6%	0.9%	60.5%
19	4	0	0	0.0%	1.1%	0.0%
Grand Total	180,173	2,560	2,494	1.4%	1.4%	102.6%

Notes:

- 1) Actual lapse rates using July 2014 - June 2017 data were observed.
- 2) Shock lapses have been removed from both actual and best estimate values.
- 3) Best Estimate Lapse Rate is the assumption used in the current projection assumption.

The Prudential Insurance Company of America
Appendix C - Exhibit 3
Claim Study
Experience by Calendar Year
ILTC

Incurred Yr	Actual Paid Claims (in \$MM)	DLR Reserve (in \$MM)	Actual Incurred Claims (in \$MM)	Best Estimate Incurred Claims (in \$MM)	Actual to Best Estimate
<=2005	25.18	2.18	27.36	41.31	66.2%
2006	17.12	1.73	18.84	20.59	91.5%
2007	26.88	3.65	30.54	26.01	117.4%
2008	31.95	2.46	34.41	31.88	107.9%
2009	37.61	3.88	41.49	38.21	108.6%
2010	37.26	6.87	44.13	45.07	97.9%
2011	42.34	8.42	50.77	53.49	94.9%
2012	52.02	15.68	67.70	59.49	113.8%
2013	44.41	15.67	60.08	68.57	87.6%
2014	48.77	26.39	75.16	78.45	95.8%
2015	44.00	47.67	91.67	89.36	102.6%
2016	32.18	65.56	97.75	99.83	97.9%
2017	18.86	108.32	127.18	111.70	113.9%
2018	0.63	53.60	54.23	62.33	87.0%
Grand Total	459.21	362.09	821.30	826.28	99.4%

Notes:

- 1) Experience is through June 30, 2018
- 2) Paid claims represent the present value of paid claims discounted to the claim incurred date
- 3) Reserve amounts represent the present value of the remaining claim reserve (including IBNR) discounted to the claim incurred date
- 4) Best Estimate Claims is based on Milliman's 2014 LTC Guidelines with 2018 Prudential experience fitting factors
- 5) Claim dollar amounts are discounted using a 4.5% interest rate (both actual and best estimate).
- 6) This exhibit excludes waiver of premium and return of premium benefits in both actual and best estimate results.
- 7) Morbidity improvement has been removed from the Best Estimate Incurred Claims

The Prudential Insurance Company of America
As Administered by CHCS
Long-Term Care Customer Service Center
P.O. Box 8526
Philadelphia, PA, 19176-8526
Tel: 1-800-732-0416 Fax: 877-773-9515

[DATE]

[FIRST NAME LAST NAME]
[STREET ADDRESS]
[CITY, STATE ZIP CODE]

Re: Policy Number: [XXXXXXXXXXXX]
Prudential Long-Term Care Insurance Policy
Notice of Premium Increase

Dear [MR/MS LAST NAME]:

[IF STATE APPROVED AS A SINGLE INCREASE: We're writing to let you know that the premium for your long-term care insurance policy is increasing. This letter will tell you when your premium will increase and how much more you will pay. In addition, options that are available to you if you don't want to or can't pay the full Premium Rate Increase¹ are provided on the enclosed *Coverage Options* document.

Your current premium is [\$XXXX.XX] paid [monthly, quarterly, semiannually, annually]. The Premium Rate Increase for your policy is [XX%]. Your new premium will be [\$XXXX.XX] paid [monthly, quarterly, semiannually, annually]. This increase will take effect on [MM/DD/YYYY²].

[IF STATE APPROVED INCREASES OVER MULTIPLE YEARS:

Your current premium is [\$xxx.xx], paid [monthly, quarterly, semiannually, annually]. This Premium Rate Increase¹ will be implemented in [X] phases. This chart reflects your increased premiums assuming no benefit changes are made to your policy².

Earliest Effective Date of Premium Rate Increase	Premium Rate Increase Percentage	Premium Rate Increase
[xx/xx/xxxx]	[xx]%	[\$xxxx.xx]
[xx/xx/xxxx]	[xx]%	[\$xxxx.xx]
[xx/xx/xxxx]	[xx]%	[\$xxxx.xx]

]

[IF DIRECT BILL: You'll see this increase in the statement you receive before the effective date of the new premium rate.] **[IF EFT:** Since you pay your premium via electronic funds transfer, the withdrawal from your account that occurs before the effective date of the new premium rate will automatically reflect the new amount.]

We have filed this premium rate increase with state insurance regulators and are implementing this premium increase in accordance with the terms and conditions of your policy, and in accordance with applicable laws. Please read this letter carefully and in its entirety.

¹ Premium Rate Increase is the rate increase that is detailed in this Advance Notification packet.

² The premium amounts cited in this letter do not reflect any benefit changes that may already be pending at this time or that you elect in the future. Your actual premium may be different due to rounding.

[IF AT MINIMUM: Because your policy benefits are already at the lowest level we offer, we are unable to offer you the option of reducing your coverage to offset the amount of your premium increase.]

[IF NOT AT MINIMUM: If you continue to pay your premium at the increased rate listed, the coverage provided under your policy will remain the same. If you don't want to or can't pay the full premium increase, please refer to the enclosed *Coverage Options* document, which provides [IF NO LANDING SPOT OFFER: information on options to minimize the Premium Rate Increase.] an option to avoid the Premium Rate Increase completely [IF INFLATION ONLY LANDING SPOT OFFER: by reducing future annual inflation rate and keeping all other benefits the same. [IF INFLATION AND BENEFIT PERIOD LANDING SPOT OFFER: by a reduction to your future annual inflation rate and reducing your Benefit Period.]

Please also refer to the enclosed *Frequently Asked Questions*, which provide more information about this Premium Rate Increase.

If you would like to make any change, please complete the enclosed *Long-Term Care Insurance Change Request Form*. You can either mail the completed form to the address or fax it to the phone number noted on the *Long-Term Care Insurance Change Request Form*.

We understand this Premium Rate Increase affects you financially, but we hope you will continue to appreciate the value of your long-term care insurance coverage. We decided to increase premium rates after thoroughly evaluating the factors that impact premium rates. The premiums we charge you are affected by several things, including assumptions we make about the amount of claims we expect to pay under policies like yours, as well as other factors. After an extensive review of all these factors, we determined that a Premium Rate Increase is necessary to continue providing the quality insurance coverage you've come to expect.

[IF ADDITIONAL INCREASE IS CERTAIN: In addition to the Premium Rate Increase[s] identified in this policyholder notification letter, we anticipate that an additional premium increase will be necessary in the future, but we don't currently know the date or amount of any future increase.]

[IF ADDITIONAL INCREASE IS POSSIBLE: In addition to the Premium Rate Increase[s] identified in this policyholder notification letter, it is possible that, as we continue to regularly review the factors that impact premium rates, another increase may be needed in the future.]

If a future increase becomes necessary, you will receive an advance notification of the effective date of any such increase. We will continue to monitor the factors that impact premiums to determine if our assumptions are consistent with actual experience.

If you have questions or concerns after reviewing this letter, **please call our Long-Term Care Customer Service Center at 1-800-732-0416, Monday through Friday, between 8 a.m. and 7 p.m. ET.** Our dedicated customer service team is ready to assist you. We appreciate having you as a customer and look forward to continuing to serve you.

Sincerely,

Prudential Long-Term Care

[cc: Insurance Producer FIRST NAME LAST NAME]

DRAFT

Coverage Option[s]

[IF LANDING SPOT OFFER: Option to Reduce Coverage and Eliminate the Premium Rate Increase

To eliminate the Premium Rate Increase identified in the attached policyholder notification letter, we are offering [an/a one-time] opportunity to reduce your future annual inflation rate [IF INFLATION AND BENEFIT PERIOD LANDING SPOT OFFER: and reduce your Benefit Period]. The table below shows your current premium and the new premium you will be charged if you keep your current annual inflation rate. The table also shows what your reduced inflation rate [IF INFLATION AND BENEFIT PERIOD LANDING SPOT OFFER: and reduced Benefit Period] will be if you chose the option. The reduced inflation rate will only be applied to future inflation increases that occur after the effective date of the premium rate increase. [IF INFLATION AND BENEFIT PERIOD LANDING SPOT OFFER: All other benefits and the previous inflation increases that have already been applied to your coverage through the effective date of the inflation rate reduction will be maintained.] [IF INFLATION ONLY LANDING SPOT OFFER: Your previous inflation increases that have already been applied to your coverage through the effective date of the inflation rate reduction will be maintained.]

	Keep your current annual inflation rate	Reduce your annual inflation rate [IF INFLATION AND BENEFIT PERIOD LANDING SPOT OFFER: and Benefit Period]
Daily Benefit	[\$XXX]	[\$XXX]
Benefit Period	[X Years]	[X Years]
Inflation Option	[X% Compound, Simple]	[X% Compound, Simple]
Elimination Period	[XX Days]	[XX Days]
Optional Riders	[Insert Optional Riders]	[Insert Optional Riders]
Current [premium mode] Premium Rate	[\$XXX.XX]	[\$XXX.XX]
New [premium mode] Premium Rate	[\$XXX.XX]	[\$XXX.XX]

Please note that the premium charges set forth above relate to your election of the option outlined above. If you wish to consider other options that may be available, please call us at 1-800-732-0416, Monday through Friday, between 8 a.m. and 7 p.m. ET. Our dedicated Long-Term Care Customer Service Center staff will provide you with information about the complete range of options available. If you would like to make any change, please complete the attached *Long-Term Care Insurance Change Request Form*, and either mail it to the address or fax it to the phone number that are noted on the *Long-Term Care Insurance Change Request Form*.

[SINCE YOUR EXISTING POLICY IS A PARTNERSHIP POLICY, PLEASE NOTE. Whether your coverage qualifies for Partnership may depend on several factors, including the time you enrolled in this coverage (issue age) and the type of inflation protection you selected and maintain. A reduction to your inflation protection coverage may affect whether your policy continues to be a Partnership Policy. Before deciding to elect the Automatic Inflation option listed above, please review the chart below to determine if this change to your coverage would impact your policy's Partnership status. The age when your coverage was issued can be found above the chart. To retain your Partnership qualification status, you will need to maintain the level of inflation protection in effect at the time the policy was issued as required by your state, among other requirements that may be in effect. **If you wish to discuss the potential impact of reducing your automatic inflation benefit on your policy's Partnership status, please call us at 1-800-732-0416.**

Your Issue Age: [XX]

Issue Age	Age 60 and younger	Age 61 – 75	Age 76 and above
Partnership Qualified Inflation Options Available	[Automatic Inflation Option Benefit must be 3% or greater for your policy to continue to be considered a Partnership Policy]	[Automatic Inflation Option Benefit must be 1% or greater for your policy to continue to be considered a Partnership Policy]	[No Automatic Inflation Option Benefit is required for your policy to continue to be considered a Partnership Policy]

[SPECIAL NOTE FOR POLICYHOLDERS WHO HAVE THE SHARED CARE RIDER:

You and your Shared Care Partner must make the identical change(s). However, for purposes of electing an option to reduce the impact of the premium rate increase, you and your Shared Care Partner may elect changes that result in having non-identical Facility Daily Benefit amounts and/or Lifetime Maximum benefits. If, however, you wish to terminate an Optional Benefit Rider, ***you and your Shared Care Partner must make the identical change(s).*** Please consult with your Shared Care Partner prior to completing this form.]

[It is also important to note that your coverage includes a "Limited Pay Option" premium payment provision. Please consider the number of remaining payments before making the decision to reduce benefits.]]

[IF A NON-LANDING SPOT OFFER: Option to Reduce Coverage and Lower Premium Rate Increase

You may reduce your initial Facility Daily Benefit amount from [\$\$\$] to [\$\$\$] (because your policy has an inflation protection provision or rider, your corresponding *inflated* Facility Daily Benefit amount will decrease from [\$\$\$] to [\$\$\$]¹). This means that the maximum benefit that you could receive under the policy for each day you receive benefits under the policy will be reduced to the amount stated above. This change will result in a new [monthly, quarterly, semiannual, annual] premium payment of [XXXX.XX]. Please note that by reducing your Facility Daily Benefit amount, you will also be reducing the total amount of benefits payable under your policy (Lifetime Maximum), unless your policy has an unlimited Lifetime Maximum. Before making any decision to reduce your Facility Daily Benefit amount, please consider the current and future cost of care in the geographic area where you anticipate receiving care, and the amount you expect to be able to pay for care from your own assets and savings.

[IF INSURED UNDER THE 150% HOME CARE OPTION: You may reduce your Home Care Daily Benefit from 150% of the Facility Daily Benefit to [100%] of the Facility Daily Benefit. This means that the maximum benefit that you could receive under the policy for each day you receive Home Care benefits will be reduced. This change will result in a new [monthly, quarterly, semiannual, annual] premium payment of [XXXX.XX].

You may reduce your Lifetime Maximum benefit amount by changing the number of years used to calculate such benefits from [X years] [unlimited] to [Y] years. This means that your Lifetime Maximum shown in a dollar amount will be recalculated to a lower dollar amount using the number of years shown above. You will be provided with a new Schedule of Policy Benefits page to your policy showing this lower Lifetime Maximum as a dollar amount.

This change will result in a new [monthly, quarterly, semiannual, annual] premium payment of [XXXX. XX].

[IF NOT INSURED BY CASH BENEFIT RIDER OR FLEXIBLE CASH BENEFIT RIDER:

You may remove the Cash Alternative Benefit from your policy. This means that if you are determined to be eligible to receive benefits under your policy, you will be reimbursed for covered expenses up to the Home Care Daily Benefit. You will **not** have the option to receive a reduced monthly cash amount in lieu of being reimbursed for expenses incurred. Removing the Cash Alternative Benefit results in a lower premium for policy. If you elect to remove your Cash Alternative Benefit, you will receive an Amendatory Rider that should be kept with your policy. You will have 30 days to review the Amendatory Rider. If you are not satisfied with the terms and conditions of this Rider, we will reinstate your Cash Alternative Benefit if you make such a request in writing during these 30 days. ***However, if you elect to keep the Amendatory Rider, this change to your policy will be irrevocable.***

This change will result in a new [monthly, quarterly, semiannual, annual] premium payment of [\$XXXX.XX].

¹ The Daily Maximum amounts are subject to any applicable state and/or partnership regulatory minimum benefit requirements.

[IF INSURED UNDER CASH BENEFIT RIDER: You may drop your Cash Benefit Rider. This means that if you are determined to be eligible to receive benefits under your policy, you will be reimbursed for covered expenses up to the Home Care Daily Benefit rather than receive a monthly cash amount as provided under the Cash Benefit Rider.

This change will result in a new [monthly, quarterly, semiannual, annual] premium payment of [\$XXXX.XX].

[IF INSURED UNDER THE FLEXIBLE CASH BENEFIT RIDER: You may drop your Flexible Cash Benefit Rider. This means that if you are determined to be eligible to receive benefits under your policy, you will be reimbursed for covered expenses up to the Home Care Daily Benefit rather than receive a monthly cash amount in combination with expense reimbursement as provided under the Flexible Cash Benefit Rider.

This change will result in a new [monthly, quarterly, semiannual, annual] premium payment of [\$XXXX.XX].

[IF INSURED UNDER MONTHLY BENEFIT RIDER: You may drop your Monthly Benefit Rider. This means that if you are determined to be eligible to receive benefits under your policy, you will be reimbursed for covered expenses up to the Home Care Daily Benefit rather than up to the monthly maximum amount under the Monthly Benefit Rider.

This change will result in a new [monthly, quarterly, semiannual, annual] premium payment of [\$XXXX.XX].

[IF INSURED UNDER SHARED CARE RIDER: SPECIAL NOTE FOR POLICYHOLDERS WHO HAVE THE SHARED CARE RIDER: A condition of the

Shared Care Rider is that you and your Shared Care Partner must have and maintain identical Policy Benefits, including Optional Benefit Riders. However, for purposes of electing an option to reduce the impact of the premium rate increase, you and your Shared Care Partner may elect changes that result in having non-identical Facility Daily Benefit amounts and/or Lifetime Maximum benefits. If, however, you wish to terminate an Optional Benefit Rider, your Shared Care Partner must make the identical change(s). Please consult with your Shared Care Partner prior to requesting any changes.]

[**IF NFO:** As an alternative to the options described above, you may exercise a right under your non-forfeiture rider to change your policy to paid-up status. If you elect this option, no further premium payments will be due under the policy, and your Elimination Period and Facility Daily Benefit will remain the same, but your Lifetime Maximum benefit will be reduced. All riders attached to your policy will also terminate. In addition, the following policy riders will also automatically terminate for your Spouse or Partner: Shared Care Benefit, Joint Waiver of Premiums Benefit, and Survivor Waiver of Premiums Benefit (if applicable). You can elect this option by checking the appropriate box on the enclosed *Long-Term Care Insurance Change Request Form*. If you do not submit a *Long-Term Care Insurance Change Request Form* or contact our Customer Service Center and coverage lapses because you do not pay the full increased premium, your policy will automatically be converted to paid-up status with reduced benefits.]

Or, if NFO is not an option,

[**IF CNFO:** As an alternative to the options described above, you may exercise a contingent non-forfeiture right to change your policy to paid-up status. If you elect this option, no further premium payments will be due under the policy, and your Elimination Period and Facility Daily Benefit will remain the same, but your Lifetime Maximum benefit will be reduced. All riders attached to your policy will also terminate. In addition, the following policy riders will also automatically terminate for your Spouse or Partner: Shared Care Benefit, Joint Waiver of Premiums Benefit, and Survivor Waiver of Premiums Benefit (if applicable). You can elect this option within 120 days of the implementation of the premium increase by checking the appropriate box on the enclosed *Long-Term Care Insurance Change Request Form*. If you do not submit a *Long-Term Care Insurance Change Request Form* or contact our Customer Service Center and coverage lapses because you do not pay the full increased premium, your policy will automatically be converted to paid-up status with reduced benefits.]

[It is also important to note that your coverage includes a “Limited Pay Option” premium payment provision. Please consider the number of remaining payments before making the decision to reduce benefits.]

Please note that the premium relates to your election of just one option. If you wish to elect more than one option, please call us at 1-800-732-0416 so we can tell you what your new premium will be. Please also note there may be additional options

available to you. Our dedicated Long-Term Care Customer Service Center staff can provide you with information about the complete range of options available and are available to assist you Monday through Friday, from 8 a.m. to 7 p.m., ET. If you would like to make any change, please complete the attached *Long-Term Care Insurance Change Request Form* and you can either mail it to the address or fax it to the phone number that are noted on the *Long-Term Care Insurance Change Request Form*.]

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The Prudential Insurance Company of America
As Administered by CHCS
Long-Term Care Customer Service Center
P.O. Box 8526
Philadelphia, PA, 19176-8526
Tel: 1-800-732-0416 Fax: 877-773-9515

Policy Number: [XXXXXXXXXXXX]
Policyholder name: [FIRST NAME LAST NAME]

Please complete this form and return it by mail, or by the fax number shown above.

LONG-TERM CARE INSURANCE CHANGE REQUEST FORM

Dear Policyholder:

This form can be used to make changes to your Long-Term Care insurance coverage to reduce the impact of your Premium Rate Increase[s] identified in the attached policyholder rate increase notification letter. Before making any changes, we strongly encourage you to review your policy and to call our Long-Term Care Customer Service Center at 1-800-732-0416, Monday through Friday, between 8 a.m. and 7 p.m. ET, to discuss the range of options available to you, and to learn how the selection of each option will affect (1) the amount of premium you will be required to pay, and (2) your coverage.

Please indicate your change(s) by checking and completing the options below.
NOTE: If you check more than one option, you should call us for the actual new premium amounts since those shown here and in the attached letter will change.

[IF INSURED UNDER SHARED CARE RIDER: **SPECIAL NOTE FOR POLICYHOLDERS WHO HAVE THE SHARED CARE RIDER:** You and your Shared Care Partner must make the identical change(s). However, for purposes of electing an option to reduce the impact of the premium rate increase, you and your Shared Care Partner may elect changes that result in having non-identical Facility Daily Benefit amounts and/or Lifetime Maximum benefits. If, however, you wish to terminate an Optional Benefit Rider, ***you and your Shared Care Partner must make the identical change(s).*** Please consult with your Shared Care Partner prior to completing this form.]

- ☐ **[IF INSURED UNDER AN OPTIONAL AUTOMATIC INFLATION OPTION:**
Decrease my future annual inflation rate from [X%] to [Y%.] [IF INFLATION AND BENEFIT PERIOD LANDING SPOT OFFER: and reduce the Benefit Period from

[X years] to [Y years.] By selecting [this / these] option[s], I will avoid the premium increase and there will be no change to my current premium rate.]

- ☐ **[Decrease my Facility Daily Benefit** amount from [\$XXX] to [\$YYY] (my corresponding *inflated* Facility Daily Benefit amount would decrease from [\$XXX] to [\$YYY]).]
- ☐ **[Decrease my Lifetime Maximum** benefit amount by changing the number of years used to calculate such benefits from [X years][unlimited] to [Y] years.]
- ☐ **[Decrease my Home Care Daily Benefit** Factor from [X]% to [Y]%.]
- ☐ **[IF NOT INSURED UNDER CASH BENEFIT RIDER OR FLEXIBLE CASH BENEFIT RIDER: Remove the Cash Alternative Benefit** from my Policy. I understand that by agreeing to remove this benefit, I will **not** have the option to receive a reduced monthly cash amount in lieu of being reimbursed for expenses incurred under my Policy. I also understand that by making this election, I will receive an Amendatory Rider that should be kept with my policy. Upon receipt, I understand that I will have 30 days to review the terms of this Rider. ***In addition, I understand that if I elect to keep the Amendatory Rider and remove the Cash Alternative Benefit from my Policy, this change will be irrevocable.***]
- ☐ **[IF INSURED UNDER CASH BENEFIT RIDER: Remove my Cash Benefit Rider** and convert my Policy to a daily reimbursement plan.]
- ☐ **[IF INSURED UNDER FLEXIBLE CASH BENEFIT RIDER: Remove my Flexible Cash Benefit Rider** and convert my Policy to a daily reimbursement plan.]
- ☐ **[IF INSURED UNDER MONTHLY BENEFIT RIDER: Remove my Monthly Benefit Rider** and convert my Policy to a daily reimbursement plan.]
- ☐ **[IF NFO: I wish to exercise the non-forfeiture option.** I understand that by doing so, no further premium payments will be due under my policy and my Elimination Period and Facility Daily Benefit will remain the same, but my Lifetime Maximum benefit will be reduced, and I will not be eligible for any additional inflation protection increases because my policy will be on paid-up status. I also understand that if I elect this option, I cannot elect any of the other options shown on this form.]
- ☐ **[IF CNFO: I wish to exercise the contingent non-forfeiture option.** I understand that I can only make this election within the 120-day period following the due date of my increased premium, and that I must continue paying premiums up until that due date. I also understand that by making this election, no further premium payments will be due under my policy and my Elimination Period and Facility Daily Benefit will remain the same, but my Lifetime Maximum

benefit will be reduced, and I will not be eligible for any additional inflation protection increases because my policy will be on paid-up status. In addition, I understand that if I elect this option, I cannot elect any of the other options shown on this form.]

- ☐ I wish to do the following. I understand that someone from the Long-Term Care Customer Service Center may call me to clarify my wishes or explain if the change requested can be made.

IF MY EXISTING POLICY IS A PARTNERSHIP POLICY, PLEASE NOTE. Whether my coverage qualifies for Partnership may depend on several factors, including the time I enrolled in this coverage (issue age) and the type of inflation protection I selected and maintain. I understand that a reduction to my inflation protection coverage may affect whether my policy continues to be a Partnership Policy. To retain my Partnership qualification status, I need to maintain the level of inflation protection in effect at the time the policy was issued as required by my state, among other requirements that may be in effect.

I understand the policy change(s) that I have selected above will reduce my current benefits, depending upon the option(s) selected. I acknowledge that Prudential has made the Long-Term Care Customer Service Center available for me to discuss these option(s). I affirm that these selection(s) are made voluntarily and that I am under no obligation to make them. I agree that any change(s) will become effective on the date set by The Prudential Insurance Company of America upon receipt of this request.

Signature of Policyholder [for policy
#XXXXXX]

Date Signed

Frequently Asked Questions Relating to Premium Increase

Question: Why are you raising long-term care insurance premium rates?

Answer: We continuously review and assess the class of long-term care insurance policies like yours, called LTC3SM. Our current projections show that claim payments under all LTC3 policies will exceed the estimations we made when previously implementing a rate increase on these policies. We've also seen that other assumptions affecting our premium rates continue to be inconsistent with our actual experience. As a result, a premium increase is needed to help ensure that future premiums, in combination with our existing reserves, are sufficient to pay future benefits on all LTC3 policies.

Question: What allows you to raise premiums on these policies?

Answer: Each policy describes our right to increase the premium we charge for the insurance. Generally, this information can be found in the "Renewability" and "Changes in Premiums" provisions of your policy.

Question: Will you raise premiums on these policies again?

Answer: **[IF ADDITIONAL INCREASE IS CERTAIN:** In addition to the Premium Rate Increase[s] explained in the attached policyholder notification letter, we anticipate that another increase will be necessary in the future, but we currently don't know the date or amount of that future increase.]

[IF ADDITIONAL INCREASE IS POSSIBLE: In addition to the Premium Rate Increase[s] explained in the attached policyholder notification letter, it is possible that, as we continue to regularly review the factors that affect premium rates, another increase may be needed in the future.]

Should a future increase become necessary, you will receive an advance notification of the effective date of the increase. We will continue to monitor the factors that impact premiums to determine if our assumptions are consistent with actual experience.

Question: Have I been singled out for this rate increase because of my age or health?

Answer: No, you haven't. No individual has been singled out for an increase, nor is the increase due to a policyholder's age or changing health. Also, your state has not been singled out; all states are included in our rate increase process.

Question: If I no longer live in the state where I purchased my policy, does the increase still apply?

Answer: Your long-term care insurance policy is regulated by the state you lived in when you purchased your plan. That state continues to be the applicable state, even if you now live elsewhere.

Question: When will this premium increase become effective?

Answer: The increase will become effective on the [first premium due date] [the first anniversary date] following implementation of the rate increase in the state in which your policy was issued. That date is set forth in the letter that was attached to this Frequently Asked Questions form.

Question: What options do I have to mitigate the impact of the premium increase?

Answer: You may keep the policy you have with all of its current features by paying the new premium rate. If you would like to explore options to reduce or eliminate the impact of the premium increase, among other things you may choose to decrease policy benefits (Lifetime Maximum, Facility Daily Benefit), reduce your Home Care Daily Benefit Factor, remove the Cash Alternative Benefit, remove an optional Cash Benefit, Monthly Benefit or other rider [IF INFLATION ONLY LANDING SPOT OFFER: or reduce your future annual inflation rate [IF INFLATION AND BENEFIT PERIOD LANDING SPOT OFFER: and Benefit Period]. Our dedicated customer service representatives are available to answer your questions and requests for benefit changes, and to discuss other available options to help reduce your premium. For assistance call 1-800-732-0416, Monday through Friday, between 8 a.m. and 7 p.m. ET. A Change Request Form is also included with this letter in case you'd like to modify your policy.

Question: What will happen to my premium if I am currently on Waiver of Premium?

Answer: If you are currently not paying premiums under the Waiver of Premium provision in your policy, you will not be immediately affected by this rate increase. Should you cease to be eligible under the Waiver of Premium provision, the rate increase will be effective on your next premium due date.